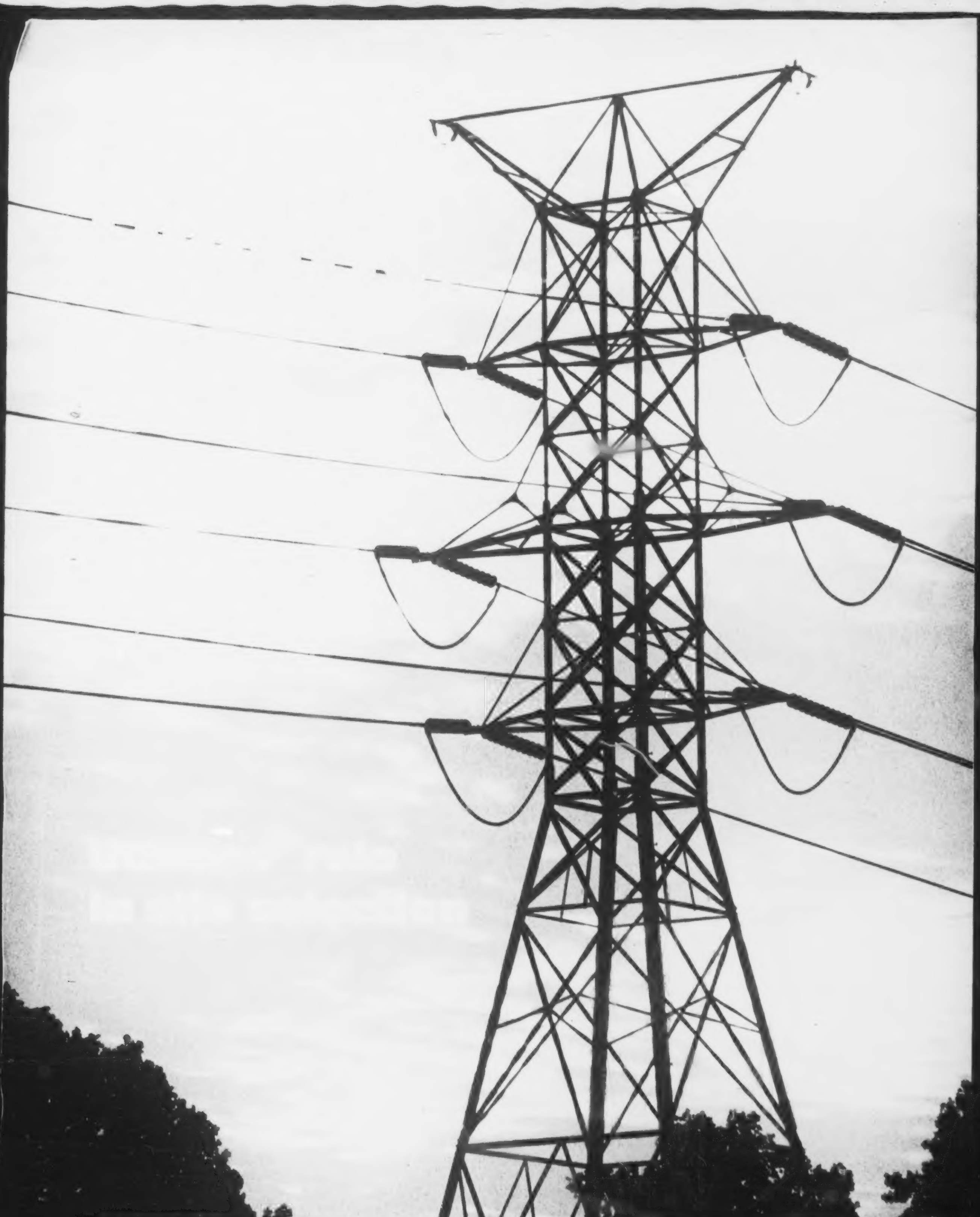

- Special report [illegible]
- Relocation cas[illegible]
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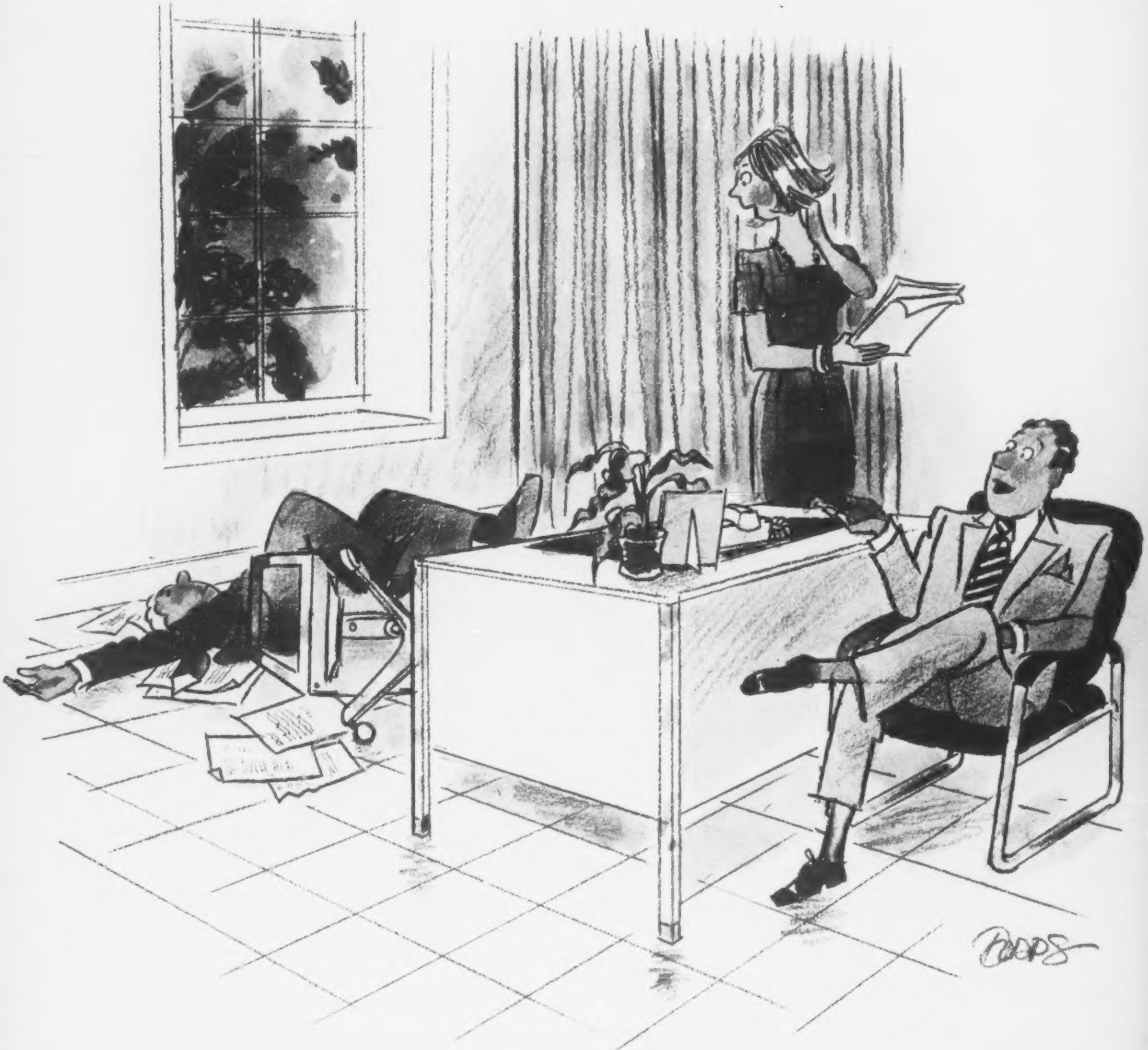

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A LETTER FROM THE PUBLISHER

This PLANT LOCATION 1988 issue is your one-volume reference for plant and office location. It gives all the economic information your firm needs to begin its search for the perfect site—without tipping your hand at an early stage to local officials, property owners, and real estate interests. Information on vital areas like labor. . .utilities. . .transportation. . .financial assistance. . .development contacts. . .metropolitan statistical areas, plus much more, are available to you under one cover in an easy-to-use, state-by-state format.

Complementing our extensive statistical coverage are articles highlighting practical issues important to the site seeker, as well as regional business trends.

Before your company can expand or relocate there are many questions that must be answered and basic requirements that must be met. Data must be gathered and contacts must be made. PLANT LOCATION simplifies the search for you by presenting the basic information clearly and precisely. This enables you to start your search *before* you tip your hand.

The advertisers in PLANT LOCATION are experts who are ready to assist you in gathering more information on their areas in a professional and confidential manner. Contact them direct or just pull the easy-to-use bingo card in the rear of the issue and circle the number of the area you want more information on, we'll do the rest.

I hope this issue will help you in your new location plans or in planning your new markets. Happy hunting.

Sincerely,

Arthur J. McGinnis Jr.

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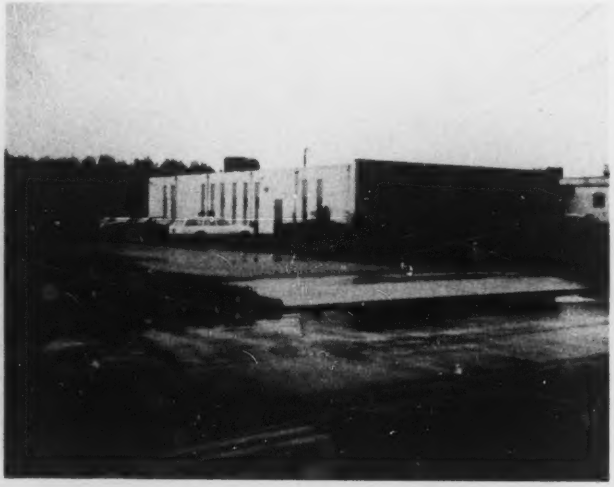

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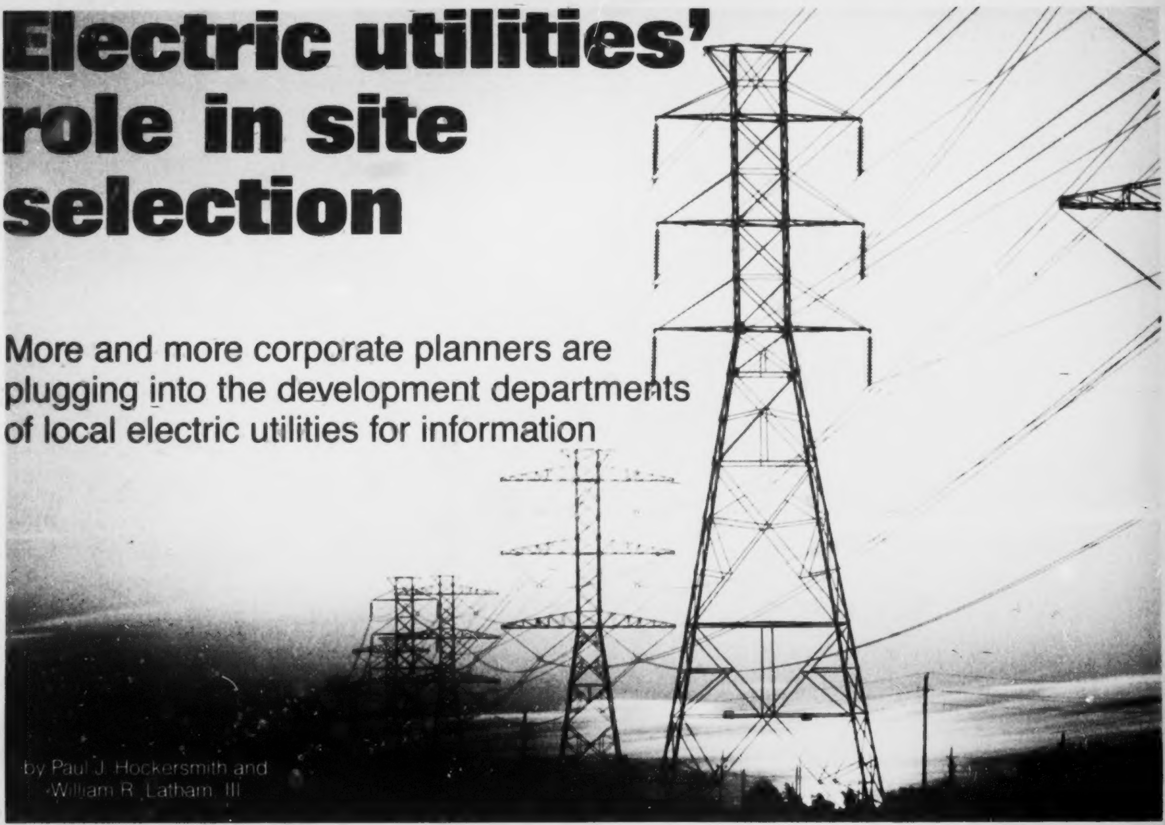
Electric utilities' role in site selection

More and more corporate planners are plugging into the development departments of local electric utilities for information



by Paul J. Hockersmith and William R. Latham, III

A poorly made site-location decision can spell disaster for both a company's financial statements and a corporate planner's career. To avert this, planners know the importance of finding accurate, timely, and confidential information on which to base a correct locational decision.

While requirements vary from project to project, the information a planner or site seeker needs usually falls into the following categories: the availability, cost, and quality of labor, transportation, utilities, sites, buildings, and financing programs; the proximity and size of markets; zoning and other regulatory items; taxes; education; business climate; and intangible quality-of-life factors.

There are many sources that have access to this information: state, city and county development agencies; industrial realtors; chambers of commerce; and railroads, to list just a few.

But among the best sources of location information are the economic development departments of investor-owned electric utilities. These departments provide information in complete confidence, are professional, share the corporation's interests, can provide information on multiple sites, and can sometimes lower the cost of doing business.

Remember that a utility has been an important part of its operating area for many decades. In order to survive and prosper, it has had to communicate daily with both private- and public-sector leaders, and so it knows and understand the area extremely well. In addition, utility companies often own large amounts of real estate and are familiar with zoning procedures. And, their employees are usually encouraged to participate in civic organizations to become aware of local problems and to find out how to solve them.

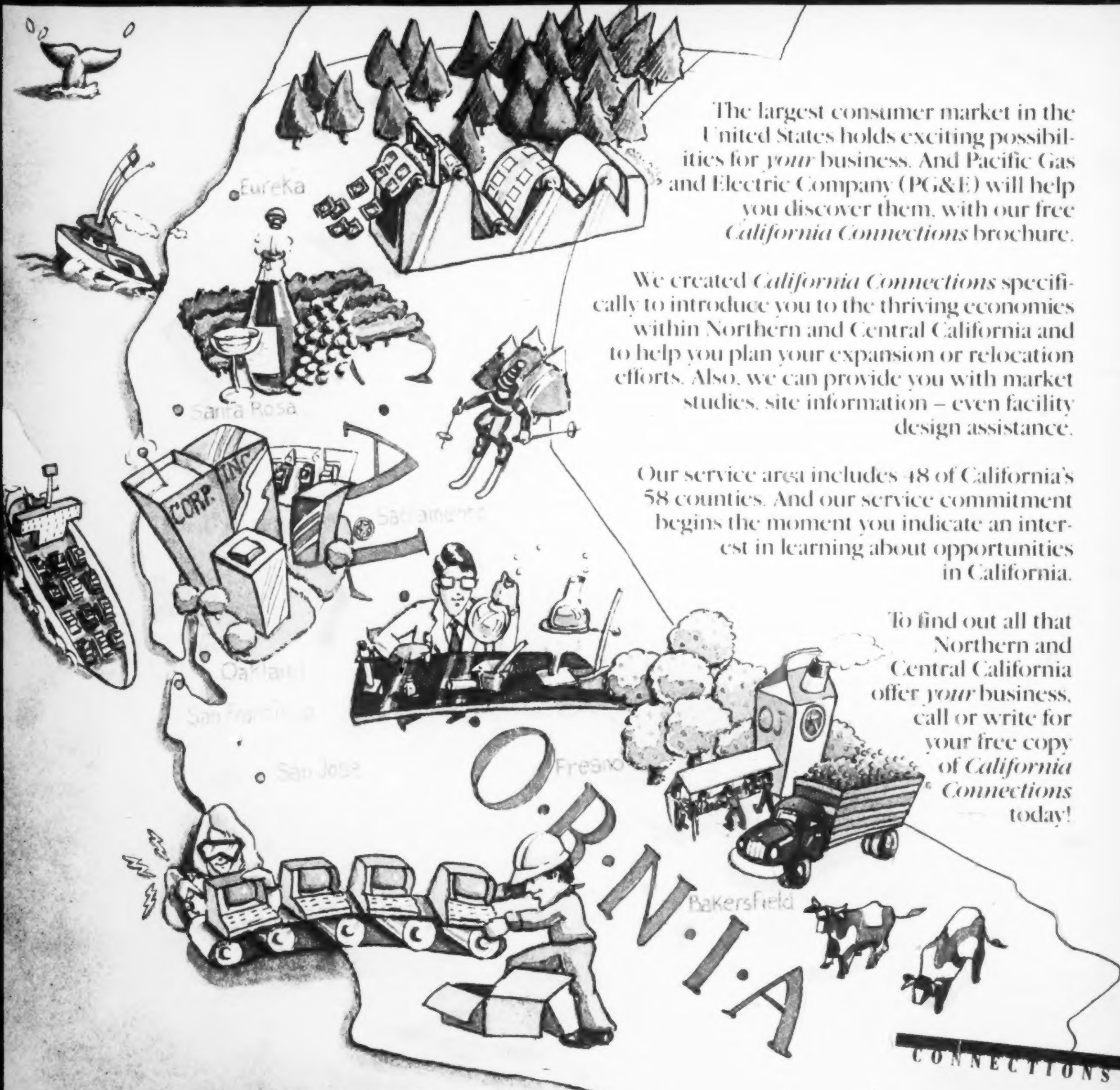
The following describes ways in which investor-owned electric utilities can be valuable allies in the site-selection process.

Utility personnel. Other than during the energy crisis of the early 1970s, most utilities have exerted fairly constant levels of effort toward economic development in recent decades. This continuous effort, coupled with frequently higher pay scales than in public-sector development agencies, means that many individuals stay in their economic development positions at utilities for long periods of time.

This continuity of personnel offers benefits to the facility planner, who, during the sometimes long years between the inception and announcement of an industrial project, may need a continuous dialogue with a local source of information. If the source has a stable staff, the planner does not have to establish working relationships with new contacts over and over again.

In addition, investor-owned utilities are insulated from the affects of turnovers in political leadership. They don't have the problems that public-development agencies have when newly elected officials come in and completely reverse both the development direction and staff of their predecessors.

Confidentiality. Another important characteristic of utilities is their ability to maintain confidential relationships with their clients. There are several reasons for this. First, investor-owned electric utilities, unlike public-development agencies, are not affected by the "sunshine," "open-meeting," or other laws that subject all business conducted by public agencies to public scrutiny. Second, individual customers' accounts are private matters between the utility and the customer, and this confidentiality carries over quite naturally into the relationships



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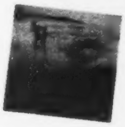

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between the utility and the economic development client.

A third reason for confidentiality being more easily maintained with utilities than with any public or nonprofit agency is that in a utility, the personnel have no incentive to prove their effectiveness by boasting to their constituency of who their prospects are. Unfortunately, individuals in public agencies often give in to this temptation.

Varied geographic data. The scope of geographic data compiled by public agencies is almost always limited to the agencies' jurisdictions—usually involving specific counties, cities, school districts, or states. In a few instances an electric utility's service area is almost the same as a major political jurisdiction for which data are collected; for example, the boundaries of Georgia and Alabama are almost the same as the service territories for Alabama Power and Georgia Power.

However, most utility service areas are different from any collection of major political jurisdictions, which presents possibilities. A firm only interested in south Texas would get specific information on the area from Central Power and Light of Corpus Christi. A firm interested in learning of conditions on the Delmarva Peninsula (which comprises all of Delaware and the eastern shores of Maryland and Virginia) would be well served by contacting Delmarva Power and Light of Wilmington, Del. Pacific Power and Light, Portland, Ore., would have valuable insights regarding California, Oregon, Washington, Idaho, Montana, and Wyoming, all of which encompasses a portion of that firm's service area. Indianapolis Power and Light is narrowly focused on the Indianapolis metropolitan area, and the Cape and Vineyard Electric Company's interests cover the Cape Cod region of Massachusetts—both are experts and offer useful information on their areas.

Sometimes a source's geographic interest in an area is less important than its constancy of interest in the area. A utility has a strong interest in all parts of its territory, whereas an industrial realtor or a development corporation may only reveal information about those sites in which they have a financial interest. Even some public agencies may not equally represent all parts of their geographic jurisdictions; for example, a political decision to promote urban enterprise zones may result in some development officials focusing almost exclusively on these areas.

Professionalism. Since 1973, average electric rates have increased dramatically because of higher fuel costs, higher interest rates, and increased costs of new power plant construction. In response, residential, commercial, and industrial customers have become more vocal in protesting these higher rates. State regulatory commissions have reacted to this pressure by scrutinizing all of the utility's expenses more carefully, especially cost items that are easily understood, such as salaries, advertising, and travel expenses.

The result? Economic development department staffs have been forced to justify themselves as never before. This has led utilities to employ highly qualified individuals in their economic development departments, rather than regard the jobs as functions that anyone could perform.

> *"Investor-owned electric utilities are not affected by the 'sunshine,' 'open-meeting,' or other laws that subject all business conducted by public agencies to public scrutiny."*

Another sign of professionalism can be found by looking in the directory of economic development contacts in electric utilities, which is prepared by the Edison Electric Institute of Washington, D.C. Of the approximately 240 individuals listed in the 1985-1986 edition, more than one third were members of the American Economic Development Council, and nearly 13% had completed the Certified Industrial Developer (C.I.D.) program—the highest level of professional training in the field.

In addition, individuals in economic development departments in utilities are not protected by government civil service systems; they must continually perform their assigned functions professionally. So they are well-motivated to find and provide the most up-to-date, reliable, and valid information possible.

And, for firms where electricity availability and costs are important variables in the location decision, there is no better source of information than the electric utility itself. Obviously, no other source can match the utility in its ability to understand and respond to technical questions about ownership of transformers, voltages of transmission and delivery, interconnection points, conditions governing rates classes, and so forth.

A final point on professionalism: While it is true that electric utilities have often been involved in area real estate, their interests are not confined to selling their own properties. This is not the case for many industrial realtors and development agencies, which benefit only by selling specific sites. Nor is this true for some industrial location firms. Some firms may be motivated to direct clients toward communities that have used their services in the past in order to prove to the communities that expenditures on their services are worthwhile.

Long-term area interest. Utilities are married to their service territories and cannot move. Business leaders can move their manufacturing facilities, warehouses, research and development facilities, and even their corporate headquarters, but electric utilities do not have the option of relocation. They must remain in their service territories no matter what the economic or political environment.

Thus, when faced with adverse political and economic situations, utilities are compelled to attempt to improve them. Their financial health is directly related to the economic health of their service territories, which justifies their economic and community development programs. A new business brings employment, and employed people are able to pay their electric bills. These same people then spend their salaries at retail stores, and the stores contribute further to the total sales of the utility. In addition, profitable businesses, along with their employees, pay taxes that reduce the cost of government for all taxpayers, including the utility. So there is clearly an identity of interest between firms in a region and the local electric utility.

Because the utility will remain in the area, it will continue to deal with a relocated or new firm and work for its success long after the locational decision is made, whereas other sources have a declining interest after the decision is made. This prospect for a long-run relationship makes utilities willing to provide more service during the site-selection process.

Saving money. Among the various industrial location sources, several have the potential for altering the costs associated with locating at some sites. Some agencies can sell land at cost to encourage development. Others can arrange for low- or no-cost labor training, or for below-market interest-rate loans for construction.

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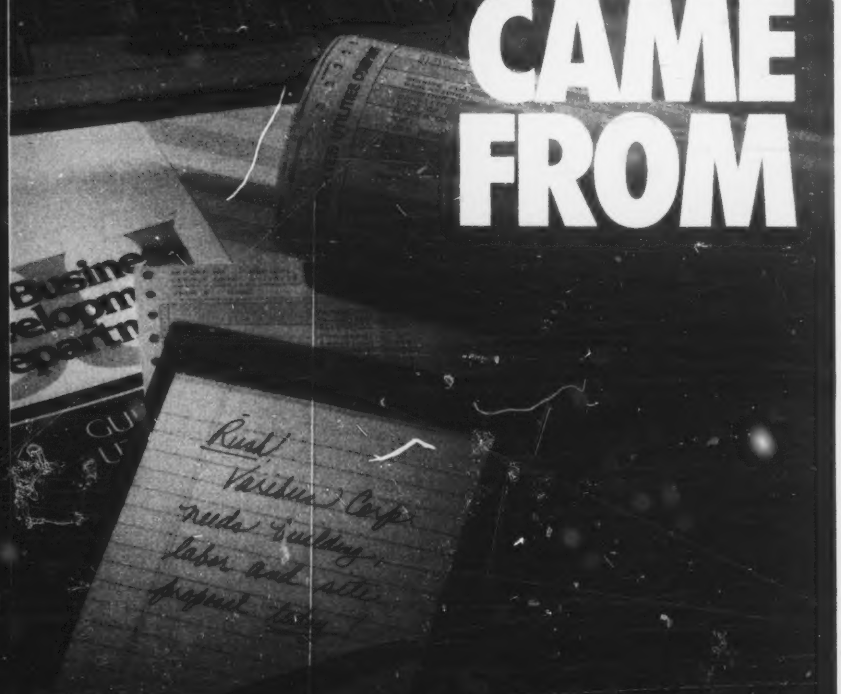

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Electric utilities can also offer some assistance in reducing costs (*see sidebar*). Perhaps the most innovative approach is the creation of "area development rates," which are designed to encourage new investment and new jobs. According to a recent study by the Edison Electric Institute, 35 member companies have adopted these rates.

Area development rates were pioneered by Consolidated Edison in New York to solve chronic unemployment problems in the South Bronx and in certain areas in Brooklyn. Con Ed's program allows reductions in the peak demand charge over a period of time. Thus far, the program has had over 6,600 users and has helped create 32,000 jobs.

A number of utility companies are encouraging new industry to reduce costs by constructing facilities near power plants so they can sell steam and waste heat to the utility. These "cogeneration" projects have ranged from chemical plants to tomato greenhouses, with results of increased utility sales and jobs either being created or retained.

Another program involves utilities selling their own property to industrial users. Many utilities with excess land designated for new power plant sites are investigating the possibility of developing this land for industrial use. Usually the requirements for power plants—available water, sewer access, adequate subsoil conditions, adjacent rail service, and compatible zoning—are very similar to those of industry. In addition, some utilities' land inventories also include smaller sites that are no longer needed for their original purposes. These are often made available for industrial or commercial use at attractive prices.

Realizing the value of a business retention/expansion program, Detroit Edison has added 16 new positions to its economic development department; these are employees that will work predominantly with existing businesses. In addition to continual personal contact with the existing companies, this department will maintain a site and building inventory and economic data base, and will also service as a liaison with other agencies, both public and private, which affect local economic growth.

Finding assistance. To find an electric utility in a specific area, look at advertisements—a great deal of information may be conveyed in an ad. If nothing else, the ad's existence indicates that electric power is available in the area and that the business climate of that area is positive enough to permit local utilities to advertise.

One cannot, however, rely on advertising alone. Some utilities are constrained by regulation from advertising their services, some utilities are simply too small to justify the cost of advertising, and most utilities do not advertise in every issue of the major development publications. The latter is especially true in the West. In one recent issue of a development publication, 20 investor-owned electric utilities sponsored ads; only three of these were from west of the Mississippi, and not one was from an area west of Texas.

> *"Area development rates were pioneered by Consolidated Edison to solve chronic unemployment problems in the South Bronx and in certain areas in Brooklyn."*

An alternative to the reliance on advertising is the afore-mentioned directory put out by the Edison Electric Institute. The *Plant Location Assistance Nationwide Network Directory* lists over 240 economic development specialists employed by electric utilities across the country. Contacts are arranged geographically, with notes on service areas, mailing addresses, and telephone numbers.

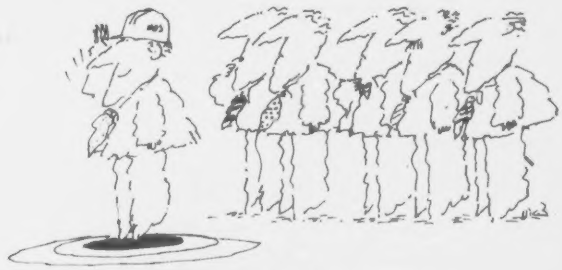
The economic development departments of investor-owned electric utilities have survived the energy crisis of the 1970s and the fiscal crunch of the 1980s with their business philosophies essentially intact. For the firm needing assistance in determining the best location for a new facility, the economic development department of a local electric utility may be the best source of aid. There, site selectors will find a mutuality of interest and understanding, coupled with a high degree of expertise. Most importantly, they will find the information they need. ☐

Hockersmith

Latham

Mr. Hockersmith is the manager of economic development at Delmarva Power & Light in Wilmington, Del.

Mr. Latham, III, is professor of economics at the University of Delaware in Newark.



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Consumer Power, MI	38
East Kentucky Power	49
Gulf States Utilities, TX	4
Henderson Power & Light, KY	51
Iowa Southern Utilities	55
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Louisville Gas & Electric	50
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West Penn Power	25

Saving money, part II

Many utilities offer rate-reduction programs and services that can save the site seeker time and money. Here are some examples of the many programs available.

Public Service Electric & Gas, Newark, N.J., offers a 7% to 15% discount to companies building or expanding in certain New Jersey locations. They also have a location task force, called "Site Finders," to assist companies find New Jersey sites.

Equitable Gas, Pittsburgh, Penn., offers site recommendations, financial-package coordination, labor analysis, community profiles, and information on governmental-incentive programs (among others) to companies expanding in or relocating to the Pittsburgh area.

Rochester Gas & Electric, N.Y., offers a five-year, up-to-25% energy discount to manufacturing companies when they move to or expand in the Rochester area.

Arkansas Louisiana Gas Co., Little Rock, claims to offer some of the lowest natural gas rates in the country, and they will perform a gas-cost analysis for interested companies to show the savings.

Central Illinois Public Service Co., Springfield, Ill., offers new or expanding businesses long-term, 50% discounts on electric demand charges during non-summer months. It also offers off-peak rates as low as 2¢ per kilowatt hour.

West Penn Power, Greensburg, Penn., offers free site-selection recommendations, labor analyses, community profiles, and planning and coordination. It also offers information on financing, energy and utility services, transportation facilities, and tax structures and incentives.

East Kentucky Power, Winchester, has a team of industrial development specialists, called the "Home Team Advantage," to aid site seekers in plant-location investigations.

Atlanta Gas Light Co., Ga., has a service that helps site seekers select from a computerized inventory of available buildings.

Consumers Power, Kalamazoo, Mich., has an 800 number set up to answer questions on doing business in Michigan. The questions are answered by a team of experts and the service is confidential.

Iowa Southern Utilities, Centerville, offers information on available buildings, industrial sites, labor force and population, financial incentives, wage studies in southern Iowa, utility rates, transportation, and taxes.

Pacific Gas & Electric Co., San Francisco, Calif., offers market studies, site information, facility-design assistance, and employee training for site seekers interested in northern and central California.

Central Illinois Light Co., Peoria, offers Electric Incentive Rates, which allow a company to save up to 50% over five years on their electric bill. It also has energy experts that will review the energy requirements of any new or existing facility.

Brooklyn Union Gas, N.Y., devised the Economic Development Gas Rate (EDGAR), which can reduce gas rates up to 25% for businesses starting up or expanding in certain locations.

Kansas Gas & Electric, Wichita, says that if a company locates a new plant in their service area, the company can earn a 50% discount on the demand portion of their electric bill.

Northeast Utilities, Hartford, Conn., offers energy-reduction recommendations to designers and builders of new structures, and they provide cost/benefit studies for existing buildings. They are also researching fuel cells, gas cogeneration, and gas air conditioning to come up with cost-reduction measures for their clients.

Northwestern Public Service Co., Huron, S.D., offers 30% to 80% off normal demand charges for up to five years to companies relocating or expanding in east central South Dakota.

The above programs are representative of what a utility can offer a site selector. To find out what your local utilities offer, check the "Utilities" section in this directory. Each state has a list of the utilities in that state—where they are and the cities they service.

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Important—Must Complete to Qualify

1. What is your company's primary business at your location? (Check one)

☐ **10** Shipper (shipper of raw materials and/or manufactured products in bulk. Includes manufacturers, wholesalers, mail order houses, chain stores, and retailers)
☐ **20** Railroad Carrier
☐ **30** Water Carrier
☐ **40** Motor Freight Carrier
☐ **50** Air Carrier
☐ **60** Freight Forwarder, Consolidator, NVOCC, Shipping Agent
☐ **70** Terminals, Ports, and Port Authorities
☐ **80** Supplier to the industry, Leaser of Equipment, Consultant or Insurer
☐ **85** Government and/or Libraries
☐ **90** Others allied to the field? Please specify ________________

2. What best describes your business function title? (Check one)

☐ **10** Corporate Management (includes Directors, Owners, Chairmen, Presidents, Vice Presidents, and Corporate Officers)
☐ **20** Operating Management (includes Assistants to Corporate Officials, Plant Office, Factory, Production and General Managers, and their assistants)
☐ **30** Traffic & Physical Distribution Management (includes all Traffic, Physical Distribution and transportation managerial titles and their assistants)
☐ **40** Engineering (includes Packaging, Consulting, Industrial, Material Handling and Plant Engineers)
☐ **50** Sales and/or Marketing
☐ **70** Purchasing
☐ **90** Other, please specify ________________

INTERMODAL AGE

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Circle 8 on Brochure Service Card

How to choose a new site: One company's story

When Timpte, Inc., chose Wayne, Nebraska, for its new semitrailer plant, both sides benefited from the carefully planned move

The decision about where to build a 171,000-sq.-ft. manufacturing plant for a new generation of refrigerated semitrailers almost became an academic exercise for Timpte, Inc., a manufacturer of refrigerated and bulk-grain trailers.

When Timpte's new president, James S. Remick, arrived in 1985, the staff had already screened some 40 communities in five states. Economic development groups in each locale had eagerly sought the $10-million complex, which, given the normal four- to five-time multiplier, represented a $20-million prize for any local economy.

The incentive packages had become fiercely balanced, and three of the five states ranked among the finalists by the time Remick faced the final decision. "Interestingly enough, my MBA thesis was on selecting sites for future manufacturing centers," Remick recalls. "Since a fair amount of work had already been done, all that really remained was to take that data, work it through my thesis, and make a decision."

What was the conclusion? The new plant would take root in Wayne, Nebraska. In fact, the report card on Wayne was so impressive that the community captured not only the manufacturing center, but the company's corporate headquarters as well.

The following account describes the process through which this decision was reached.

"Beyond satisfying our prerequisites, it became equally evident that Wayne was a community that really wanted to diversify the local economic base." —James Remick, president, Timpte, Inc.

Part I: The decision to move

"It had become evident that Timpte couldn't stay competitive in [its current location in] Denver. We were not in the right place geographically," explains Remick. Timpte's market center of gravity had shifted, and its Denver-based facility for over 100 years was no longer competitively located.

The management of Timpte was especially sensitive to controlling fixed costs and to anything that might affect the rate of productivity. So Remick decided output could be gained by investing in computer-based technology and by locating the new plant where the labor pool had a good work ethic.

Part II: Choosing the site

As James Remick realized, a lot of factors go into the typical formula used in site selection. Labor, productivity, utilities, and proximity to markets were a few of the generic considerations he had to look at.

An analysis disclosed that Nebraska stood at the center of gravity for Timpte's customers and for raw-material bases. "When your product can weigh 12,000 pounds, any beneficial reduction in inbound and outbound freight costs can translate into a direct competitive advantage in the marketplace," Remick figured.

Other factors pointed to Nebraska as well. The state's incentive package to Timpte included a $1.2-million economic development grant, which was the largest ever issued until then but not totally ahead of incentives dangled by other

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Did you know that our Lake Powell has more shoreline than the entire Pacific coast? That we have more mountainous areas than Switzerland? And that there are more boats registered here per capita than in California?

While the rest of the U.S. grew 11% between 1970 and 1980, our population increased 53%. It's slowed to a more manageable 15% since then.

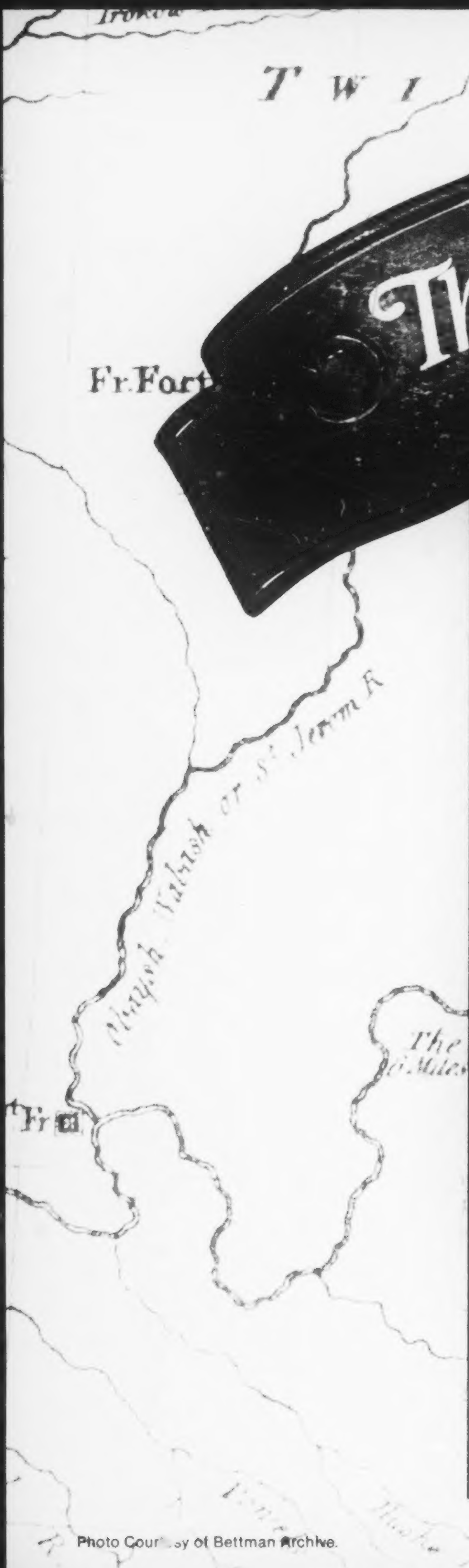
Arizona has set a national record by leading the country in new job creations for the past 3 years. And Inc. Magazine ranked us #1 in its most recent report on state business climates — based on such factors as transportation, education, competitive wages, high productivity, supportive taxes and government regulations, and low-cost, available industrial sites.

The quality of life in Arizona is tough to beat. That's why so many businesses and people want to be in the state we're in. We invite you to join us. For more information on surprising Arizona, please call or write Arizona Public Service, P.O. Box 53999, Economic Development Dept., Phoenix, AZ 85036, (602) 250-3116.

THE UNITED STATES OF ARIZONA

Circle 13 on Brochure Service Card

The GREAT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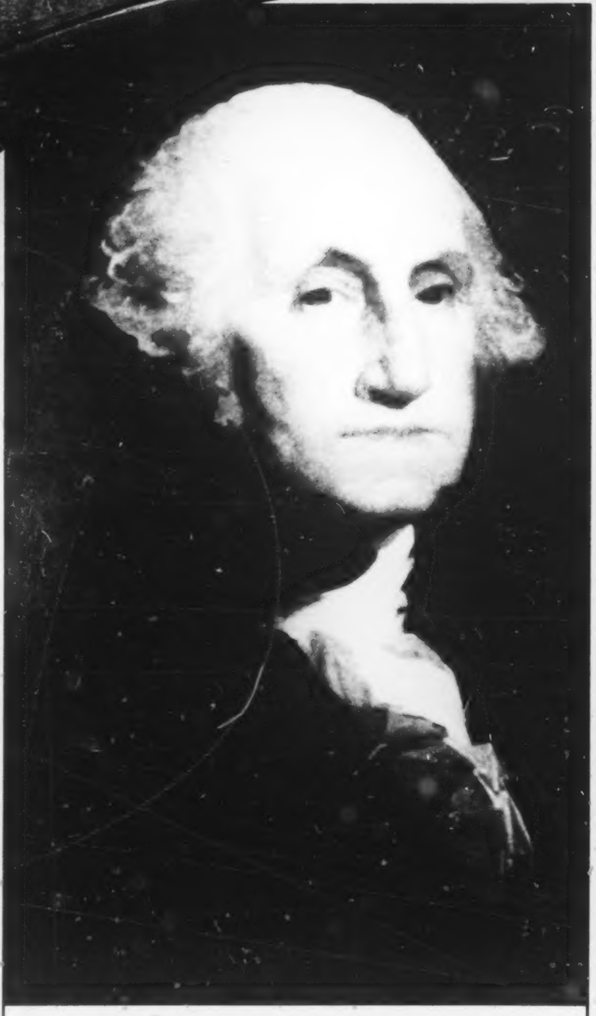
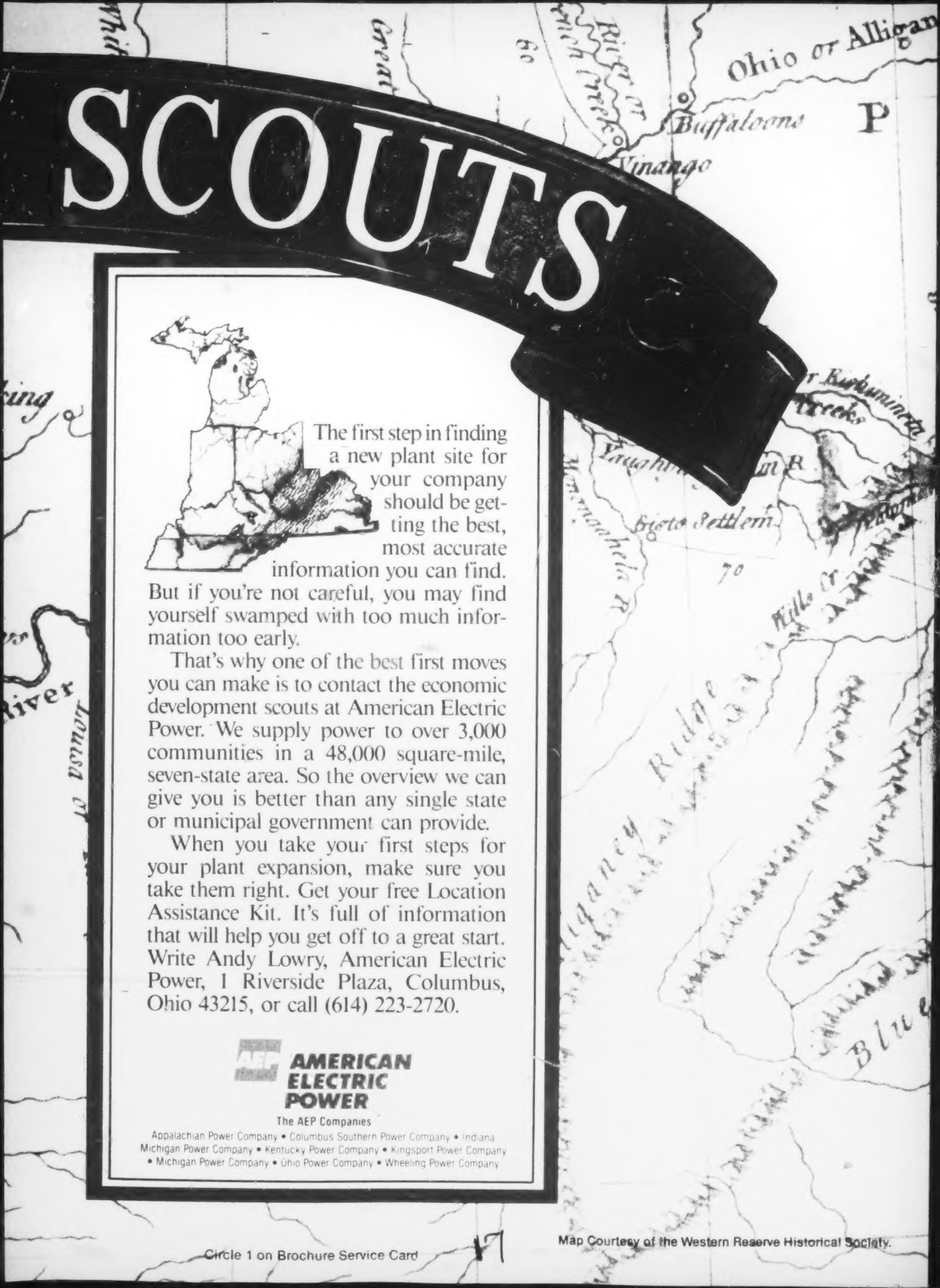


"IT IS ABSOLUTELY NECESSARY...
THAT YOU SHOULD TAKE THE
FIRST STEPS RIGHT."

George Washington (1732-1799). The father of our country was also one of her first scouts. As a young man, and again in later years, he made a number of journeys to scout and survey "the western lands," which today comprise parts of West Virginia, Ohio, Pennsylvania, and Maryland.

Photo Courtesy of Bettman Archive.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SCOUTS

The first step in finding a new plant site for your company should be getting the best, most accurate information you can find. But if you're not careful, you may find yourself swamped with too much information too early.

That's why one of the best first moves you can make is to contact the economic development scouts at American Electric Power. We supply power to over 3,000 communities in a 48,000 square-mile, seven-state area. So the overview we can give you is better than any single state or municipal government can provide.

When you take your first steps for your plant expansion, make sure you take them right. Get your free Location Assistance Kit. It's full of information that will help you get off to a great start. Write Andy Lowry, American Electric Power, 1 Riverside Plaza, Columbus, Ohio 43215, or call (614) 223-2720.

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Map Courtesy of the Western Reserve Historical Society.

potential areas. The community itself pitched in 35 acres offered in a 15-year ground lease.

Timpte's management also had some firsthand experience in operating a Nebraska-based manufacturing facility. Their facility in David City, Nebraska, produces bulk-commodity grain trailers and had consistently posted a high record of productivity.

So Nebraska was chosen. Remick then zeroed in on the community of Wayne after evaluating the surrounding area's general lifestyle and amenities. He is a firm believer that colleges are an important factor in communities contending for a plant site, and Wayne had both a state college and a vocational-technical institution. This offered Timpte immediate wellheads from which to recruit personnel and to structure further training programs. The schools, in turn, could expect downstream enrollment from Timpte's policies of reimbursing tuition and encouraging employees to advance their educations.

"Beyond satisfying our prerequisites, it became equally evident that Wayne was a community that really wanted to diversify the local economic base," Remick recalls. "This particular town offered amenities critical to the people side of our site-selection equation. Recreational facilities, climate, educational capabilities, types of housing, churches, and other institutions all directly complement an area's quality of life. Wayne had an attractive balance of all these factors."

President James Remick's high opinion of the community led the company to alter its plans. As he explains, "At first, our intent was to build only a manufacturing facility in Wayne—decentralized, with its own plant manager, own accounting, and so forth—but leave the corporate offices in Denver. That changed, because we did not want to relinquish being a hands-on management type of company. I spend a lot of time in the factory evaluating manufacturing processes and the final product. The new plant would be our flagship, so it made sense to merge the corporate disciplines of engineering, accounting, finance, and marketing there."

Part III: Employee considerations

In wooing Timpte to Wayne, all parties foresaw the economic benefits of the move, but also foresaw how 300 new jobs might affect the existing labor pool. Marriages between corporations and small communities are traditionally love/hate, and the negative aspects are usually reckoned with too late in the upbeat aftermath of the decision. This time, however, both Timpte and northeast Nebraska gained from exercising some far-sighted strategic planning.

This planning was aided by an exhaustive four-county survey that was provided by the Nebraska Public Power Commission. The study gave Timpte a regional profile of existing compensation levels and an objective assessment of the local attitude toward an incoming employer of such significance.

"The survey reported an 82% positive-response rate to having us locate in Wayne," Remick said. "Using this survey, plus other area surveys, we were able to set the base rates to compensate our trades and structure wage schedules during the start-up period so that workers received a 17% to 18% increase over the first 12-month progression.

"Economically, we had always planned to enter a community and compensate our workforce competitively with what existed there. We never wanted to come in and pay higher than everyone else, or to steal away neighboring companies' employees. The challenge rested in achieving a balance. You can't gain quality personnel by paying the lowest level in the marketplace. Our labor rates and salaries were finally structured at the new plant by 'local' conditions applicable to where we draw our human resources."

Part IV: The new site

When they were ready to begin construction, the state offered Timpte a proven general contractor—Chief Construction of Grand Island, the in-house construction entity of Chief Industries, Inc.—for the pre-engineered building systems used for the new facility. The design/build program followed a Fast-Track schedule in construction that led from ground breaking in June, 1985, to

An exterior view of the plant shows Timpte's two-story corporate office structure in the foreground and a portion of the manufacturing plant with its reversed supporting side columns in the background.

Timpte receiving beneficial occupancy in April, 1986.

The plant itself is a state-of-the-art facility incorporating sophisticated material-handling and computer-controlled manufacturing. Only about a dozen veteran employees were relocated from Denver, so it was a pure start-up situation.

The refrigerated trailer produced in Wayne is marketed as the Century Series Super-Seal. Each is custom-produced to the buyer's requirements and employs combinations of up to 1,000 different specifications.

A series of 14 two-ton and one three-ton cranes provide material handling throughout the large plant. Chief Industries custom-engineered the building so that the cranerails are directly integrated with the building's structural members. The side columns supporting the building are reversed so that the tapered end of the steel columns are located under a roof overhang outside the building's perimeter. This creates a flat wall line within the building and unobstructed space for operational efficiency.

"Most of the critical machine tools are computer-controlled to provide higher productivity and require faster setups," Remick explains. "The three large compressors in the plant are even computer-controlled so that they operate sequentially to equalize wear. We also recover heat from them during the winter, which is otherwise exhausted outside during warmer months."

Radio-controlled monorail cranes can unload one station while the 12 bridge cranes simultaneously pick up and deliver to other departments. Material flow moves from the building's perimeter space toward manufacturing staged in the center. Painting of critical undercarriage components, much of which employs high quality EMRON, relies on reusable totes that avoid the environmental problems that might otherwise be associated with container disposal.

Raw materials arrive by truck, reflecting Remick's belief in supporting the mode of transportation comprising his principal market.

Part V: The happy ending

Remick is confident the Wayne facility has the potential to gain 15% to 20% in productivity. These figures reflect the combined influence of the local workers, individual efforts, and new equipment.

"Most importantly," Remick adds, "this facility offers us the opportunity eventually to pick up three to four points in market share. That would make a significant impact on our bottom line."☐

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How to use

Plant Location is a statistical workbook for industrial and office site selectors just starting the search for a new location. It offers statistics on labor, taxes, population, raw materials, and more, for each U.S. state and Canadian province. The book can be used to compare information on different states and cities or to find information on a specific area.

Here is a rundown of the information *Plant Location* contains—what it is and how it can be used.

Transportation index

This section is divided into three sections: Ports, Railroads, and Foreign-Trade Zones.

Ports. The ports section lists names and addresses of contacts at United States and Canadian seaports. The listings are broken down by census region and then by state in the U.S., and by province in Canada. The contacts are good sources of information on their port districts' services, industries, and specifications.

Railroads. The railroad section lists development and real estate contacts at United States and Canadian general-freight common-carrier railroads. The listings are broken down alphabetically and list contacts with information on rail service and railroad properties in their areas.

FTZs. The foreign-trade zones section is broken down by zone project, with the city or county appearing after the zone location. The contact name given is either the zone operator or an employee of the zone grantee. The contacts are primary sources of information on their individual zones.

(Note: The term foreign-trade zone refers to a port area where foreign goods can be stored without customs or duties being levied on them until the goods leave the zone.)

State & Province Listings

The United States section is divided into nine census regions and then divided alphabetically by state. The Canadian section is divided into provinces.

STATE INFORMATION.

State & province information gives a rundown of the state or province's attitude toward business by listing such information as business incentives, tax rates, and labor information. It also covers such quality-of-life factors as educational facilities, medical facilities, and environmental contacts.

POPULATION.

Cities over 25,000. Population figures are given for cities over 25,000, with a comparison made between the 1980 census (in Canada, the 1981 census) and the current estimate.

MSAs. Population figures are also given for the state or province's metropolitan areas. These areas in the U.S. are classified as Metropolitan Statistical Areas (MSAs)—with an exception in one region. MSAs are metropolitan areas with a large population nucleus (a city with 50,000 or more inhabitants, or a census bureau-defined urbanized area of at least 50,000 inhabitants and a total MSA population of at least 100,000) and with adjacent communities having a high degree of economic and social integration with that nucleus. They include a central county or counties and possible adjacent counties with at least 50% of their population in the urbanized area.

The one exception is New England, where metropolitan areas are classified as New England County Metropolitan Areas (NECMAs). NECMAs are unofficial areas broken down by county, instead of by city or town, which conform with MSA criteria.

In Canada, these metropolitan

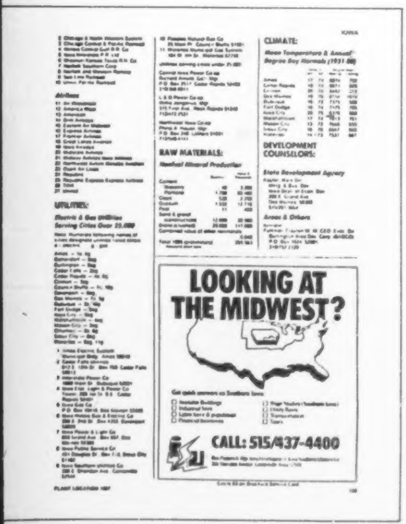
this directory

areas are classified as Census Metropolitan Areas.

Some MSAs are designated PMSAs (Primary Metropolitan Statistical Areas) as well. PMSAs are separate component areas defined with metropolitan complexes of 1 million or more population if specified criteria are met.

Labor.

Manufacturing payrolls. Labor figures are given for manufacturing payrolls in selected metropolitan areas. The figures are preliminary for production workers, are not adjusted for seasonal variations (holiday seasons, etc.), and give hourly earnings, average weekly hours worked, as well as the total number of employees.



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Area wage survey. Hourly earnings are given for specific office, maintenance, and custodial workers in the area wage survey. The survey looks at one or more major market areas in the surveyed states; the figures serve as bases of comparison with wages in other areas.

Unemployment. Unemployment figures are given for selected metropolitan areas, and offer preliminary figures for the number of people in the area, the number of unemployed, and the percentage of unemployed.

Industrial mix. Industrial mix figures give average hourly earnings, weekly hours, and number of people employed for industries in Standard Industrial Codes (SIC) 20 to 39, which encompass manufacturing industries.

Transportation.

Transportation information outlines the railroads and airlines that service cities over 25,000. The nearest airport is given for those cities without airports of their own.

Raw materials.

Raw materials figures give the annual mineral production for each state by quantity and by dollar value. In the U.S., production is measured by mine shipments, sales, or marketable production (including consumption by producers). Surveys were prepared by regional offices of state activities.

In Canada, data relating to metal mines, non-metal mines, and sand pits and quarries originate from surveys conducted by the federal Department of Energy, Mines, and Resources.

This information not only indicates the availability of raw materials in the state or province, but also the importance of raw materials and mining to the economy of the area.

Utilities.

Utilities information outlines the electric and gas utilities that service the state or province's cities over 25,000. Addresses for the utilities are given, and so are addresses for utilities that service cities under 25,000, when applicable. These utilities are valuable contacts for information on their areas—many have their own development departments and offer location incentives.

Climate.

Climate figures are given for January and July—the heating and cooling degree days—in select cities. These figures can aid in computing heating and electrical expenses in an area, and they shed some light on the quality of life in the area.

Development counselors.

Development counselors are key contacts in the state or province's development agency, as well as in selected areas. These contacts are professionals in the business of assisting site selectors. The contacts listed in bold face have advertisements in the magazine; check the Advertisers Index at the back of the book for page numbers of these ads.

◆Associations◆

◆

Where they are, what they do, Who to talk with, and how they can help

◆

An association can be an excellent starting point for a site selector gathering information on a particular industry or region. Association members are professionals and are experts on trends and new developments in their fields. In many cases, associations have helpful publications and research reports available.

The following is a list of associations that are related to the site-location field. The listings are alphabetical and give a contact name, an explanation of the association, and an outline of the services available.

American Association of Port Authorities

1010 Duke Street
Alexandria, VA 22314
(703) 684-5700

Contact: Eric Stromberg, president

Purpose: To provide an organizational resource to the ports of the Western hemisphere. It is an association dedicated to the service of the port industry and to the professionalism of port managers.

Services: Researches topics pertinent to companies locating in a port district, such as port safety; port rules and regulations; planning, design, construction, and maintenance of landside port structures.

American Economic Development Council

Chicago O'Hare Aerospace Office Center
4849 North Scott Street, Suite 22
Schiller Park, IL 60176
(312) 671-5646

Contact: Edward J. Collins, pres. & admin. off.

Purpose: Devoted to the professional career growth and advancement of economic and industrial developers.

Services: Offers a wide variety of continuing educational programs and publications to foster improved practices in site selection and economic development techniques.

American Planning Association

1776 Massachusetts Avenue, N.W.
Washington, DC 20036
(202) 872-0611

Contact: Frank So, deputy exec. dir.

Purpose: To serve the informational and educational needs of city and regional planners and to foster sound community planning.

Services: Offers publications, conferences, and research on land use, zoning and development regulations, and the urban planning professional practice.

Associated Builders and Contractors, Inc.

729 15th Street, N.W.
Washington, DC 20005
(202) 637-8800

Contact: John Pannullo, industry relations

Purpose: A national trade association representing 18,000 merit-shop member firms in 80 chapters across the United States.

Services: The "Construction Buyer's Service"—a free, computerized data bank containing over 7,000 general contractors and sub-contractors' profiles to help owners locate qualified contractors for their projects.

Building Owners and Managers Association

1250 I Street, N.W.
Washington, DC 20005
(202) 289-7000

Contact: Alton Penz

Purpose: To advance by all appropriate means the interests of building ownership as a business enterprise and as a leading industry, and in so doing, to raise the standards and enhance the status of building management as a calling.

Services: The "Building Planning Service"—an advisory service to members and others who are planning to construct or renovate an office building or mixed-use complex. The service helps the owner or developer objectively evaluate an office building project before construction begins.

Edison Electric Institute

1111 19th Street, N.W.
Washington, DC 20036
(202) 778-6400

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Chances are we already know a lot about your business, too. Find out how we can place you in a competitive position. Contact E. Ray Lichty, V.P., Coal and Industrial Development, CSX Transportation, Dept. M5-2, 100 N. Charles St., Baltimore, MD 21201. Telephone **1-800-42[illegible]43.**

CSX
TRANSPORTATION

CSX Corporation Transportation / Energy / Technology / Properties

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Contact: Sally Hooks, mgr., comm'l & ind. svcs.

Purpose: It is the association of electric companies. It provides a forum for the exchange of ideas and a national focus for issues critical to the industry's future.

Services: Offers information and research on fuel source options, conservation, and energy efficiency. The membership directory offers contacts with information on electric utilities and site selection.

Industrial Development Research Council

40 Technology Park/Atlanta
Norcross, GA 30092
(404) 446-6996

Contact: Martha Finlay

Purpose: To encourage the advancement of geo-economics, to promote the importance of the professional expansion planner to corporate profitability, and to provide a forum for the exchange of ideas among members.

Services: Offers seminars on development trends, asset management, expansion-planning problems, property management, location analysis and site selection, and design and construction. Also offers research publications on pertinent topics.

Industrial Developers Association of Canada

1645 Pierre Place
Mississauga, Ontario L5J 3G6
(416) 822-8771

Contact: Marilyn J. Austin, exec. dir.

Purpose: To establish and maintain the highest standard of industrial and economic development through the implementation of educational programs, the exchange of information, and the advancement of skills and knowledge of those engaged in the profession in Canada.

Services: Offers educational programs to foster improved practices in site selection. Also publishes a directory of development contacts.

The International Association of Corporate Real Estate Executives (NACORE)

471 Spencer Drive South, Suite 8
West Palm Beach, FL 33409
(305) 683-8111

Contact: C. Patricia Nesbitt

Purpose: To help its more than 3,000 members effectively control their companies' real estate assets.

Services: Offers education, peer contacts, data bases, publications, research projects, and meetings.

International Facility Management Association

11 Greenway Plaza
Houston, TX 77046
(713) 623-IFMA

Contact: Valeria Hail

Purpose: A professional society dedicated to equipping facility managers to handle the challenges of their profession. Provides continuing education, professional recognition, employment assistance, and access to informational services.

Services: Provides a network for information concerning developers, site recommendations, and average rental rates.

Mid America Economic Development Council

4849 North Scott Street, Suite 22
Schiller Park, IL 60176
(312) 671-5646

Contact: Gerald H. Reese

Purpose: To promote the interests of economic development in the states of Indiana, Illinois, Iowa, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Services: Offers an annual membership directory of economic development specialists in the ten member states. Also provides seminars on current trends in economic development.

National Parking Association

1112 16th Street, N.W.
Suite 2000
Washington, DC 20036
(202) 296-4336

Contact: Thomas G. Kobus, exec. vice pres.

Purpose: To provide leadership for the parking industry and to ensure the interests of members are protected in the federal government and in state governments.

Services: Offers information on parking ventilation, planning parking spaces, parking design and construction, handicapped parking, security, maintenance, and more.

National Rural Electric Cooperative Association

1800 Massachusetts Avenue, N.W.
Washington, DC 20036
(202) 857-9562

Contact: Dan Kamerman, econ. dev. mgr.

Purpose: Represents 1,000 consumer-owned, nonprofit cooperative electric systems.

Services: Provides building information and community data, can develop cost-efficient energy plans for sites, and can provide incentive and start-up rates where they're available. Also provides a directory of professionals.

Society of Office and Industrial REALTORS®

777 14th Street, N.W., Suite 400
Washington, DC 20005-3271
(202) 383-1150

Contact: Jeanne Smith, (202) 383-1173

Purpose: Unite realtors engaged in buying, selling, and leasing land, industrial and office buildings, and parks in the U.S. and abroad. Also, to foster knowledge, education, integrity, and quality workmanship in the fields of industrial and office real estate.

Services: Offers two publications: *Guide to Industrial Site Selection*, and *Office Real Estate Markets* (available annually in early spring).

Southern Industrial Development Council

1649 Tullie Circle, N.E.
Suite 105
Atlanta, GA 30329
(404) 636-0969

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SOURCES

LISTING OF PLANT LOCATION INFORMATION CATEGORIES WITH SOURCE MATERIAL

STATE INFORMATION:

The information is supplied by the research departments of state and provincial development agencies.

DEVELOPMENT COUNSELORS:

U.S.: *Plant Location* internal sources.

Canadian: Membership list of the Industrial Developers Assn. of Canada (350 Sparks St., Ste. 602, Ottawa, Ont. K1R 7S8).

Ports: Membership list of the American Assn. of Port Authorities Inc. (1010 Duke St., Alexandria, VA 22314).

FTZs: Roster of the U.S. Foreign Trade Zone Board (U.S. Dept. of Commerce Bldg., Washington, DC 20230).

POPULATION:

Cities over 25,000/ Metropolitan Statistical Areas (MSAs): Census figures for U.S. are from *1980 Census of Populations, Final Reports,* Number of Inhabitants PC (1)A Series C3.223/5:970/1A through 58A (Bureau of the Census, U.S. Dept. of Commerce). Canadian census figures are from *1981 Census of Canada,* Catalogue 92-754 (Statistics Canada, Ottawa K1A 0T6). Estimates for 1987 are from *Sales & Marketing Management Survey of Buying Power,* July 1987 (copyright 1987, further reproduction prohibited).

TRANSPORTATION:

Railroads: *The Official Railway Guide North American Freight Service Edition,* Jan./Feb. 1988, Vol. 120, No. 4; and *The Pocket List of Railroad Officials,* 3rd Quarter 1987, Vol. 93, No. 3 (International Thomson Transport Press, Inc., 424 W. 33rd St., New York, NY 10001).

Airlines: *North American Travel Planner & Hotel/Motel Guide,* Winter 1987, Vol. 29, No. 4 (Official Airline Guides, Inc. 2000 Clearwater Dr., Oak Brook, IL 60521).

UTILITIES:

Electrical: *Electrical World Directory of Electric Utilities,* 1987-88 Edition (McGraw Hill Book Co., 1221 Ave. of the Americas, New York, NY 10020).

Gas: *Brown's Directory of North American Gas Companies,* 1986 Edition (Harcourt Brace Jovanovich, 1 E. 1st St., Duluth, MN 55802).

LABOR:

Manufacturing Payrolls/Unemployment: U.S. figures from *Employment & Earnings,* Dec. 1987, Vol. 34, No. 12 (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212). Canadian figures from the Labor Division, Statistics Canada, Jean-Talon Bldg., Tunney's Pasture, Ottawa, Ontario K1A 0T6.

Industrial Mix: U.S. figures from Bureau of Labor Statistics (Government Accounting Office Bldg., 441 G Street, N.W., Washington, DC 20212). Canadian figures from *Employment, Earnings and Hours,* Aug. 1987, Cat. 72-002, Vol. 65, No. 8 (Statistics Canada, Ottawa, Ontario K1A 0T6).

Area Wage Survey: *Area Wage Survey Bulletins* (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

RAW MATERIALS:

U.S.: Mineral Industry Surveys (U.S. Dept. of the Interior, Bureau of Mines, 2401 E. St., N.W., Washington, DC 20241).

Canada: *Canada's Mineral Production,* Catalogue No. 26-202 (Energy, Mines & Resources Canada, Ottawa K1A 0T6).

CLIMATE:

U.S.: *Climatography of the U.S., No. 81, Monthly Normals of Temperature, Precipitation, & Heating & Cooling Degree Days 1951-1980,* U.S. Dept. of Commerce, National Climatic Center.

Canada: Canada Year Book (Statistics Canada, Ottawa K1A 0T6).

Explanatory note: The degree-day unit used in the U.S. represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65° F.

Key to abbreviations:

NA	Not available
Cty.	County
Ind.	Industrial, industry
Comm.	Commerce, community
Coord.	Coordinator
Cmsn./Cmsr.	Commission/Commissioner
Auth.	Authority
Kg	Kilogram
g	Gram
Reg.	Regional, region
Mgr./Mgt.	Manager/Management
Op.	Operation
Plnr./Plng.	Planner/Planning

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Bureau of Waterways
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203/443-3856 or 566-7635

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State House Sta. #16
Augusta, ME 04330
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Fall River, MA 02721
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Massachusetts Port Authority
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Ten Park Plaza
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Marine Terminal Bldg.
Municipal Wharf
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7 Jackson Walkway
Providence, RI 02903
401/277-2601

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609/963-6420 or 215/925-8780

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Battery Maritime Building
Foot of Whitehall St.
New York, NY 10004
212/806-6861

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Bridge Plaza
Ogdensburg, NY 13669
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Jack Fitzgibbons, Exec. Dir.
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Oswego, NY 13126
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Erie, PA 16501
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519/258-5741

Hamilton Harbour Commission
R. R. Hennessy, Port Dir.
605 James St. North
Hamilton, Ont. L8L 1K1
416/525-4330

Transport Canada – Marine Group
Ran Quail, Asst. Dpty. Min. & Cmsr. Coast Guard
Tower "A", Place de Ville, 12th Floor
Ottawa, Ont. K1A ON7
613/998-1571

QUEBEC

Societe du Parc Industriel du Centre du Quebec
Roland Leclerc, Gen. Mgr.
1000, 7eme Rue
Parc Industriel Portuaire
Becancour, Que. G0X 1B0
819/294-6656

Port of Chicoutimi
Guy Desgagnés, Gen. Mgr.
P.O. Box 760
Lafontaine Street
Chicoutimi, Que. G7H 5E1
418/543-0263

Port of Montreal
D.J. Taddeo, Gen Mgr. & CEO
Port of Montreal Bldg.
Cite du Havre
Montreal, Que. H3C 3R5
514/283-7042

Ports Canada
P. Alain, Eng., Port Mgr.
1545 Du Fleuve
P.O. Box 999
Trois-Rivières, Que. G9A 5K2
819/378-2887

Ports Canada – Port of Quebec
Jean-Michel Tessier, Gen. Mgr. & CEO
150 Dalhousie St.
P.O. Box 2268
Quebec, Que. G1K 7P7
418/648-3558

U.S. TERRITORIES

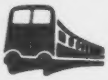
Port Authority of Guam
Frank R. Perez, Gen. Mgr.
1026 Cabras Hwy., Ste. 201
Piti, Guam 96910
Tel: 477-9931-34
Telex: 7431687

Puerto Rico Ports Authority
Guillermo F. Valls Munoz, Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260
Telex: 3859464 AUTO DPR

Commonwealth Ports Authority-Saipan
Carlos A. Shoda, Exec. Dir.
P.O. Box 1055
Saipan, Marianas 96950
Tel: 67315/67316/67317

Virgin Islands Port Authority
John E. Harding, Exec. Dir.
P.O. Box 1707
Harry S. Truman Airport
St. Thomas, VI 00801
809/774-1629

Railroads



Alaska Railroad Corp.
A. T. Polanchek, Op. V.P.
P.O. Box 107500
Anchorage, AK 99510-7500
907/265-2611

Algoma Central Rwy.
W. L. Oliphant, Lands & Forest Mgr.
P.O. Box 7000
Sault Ste. Marie, Ont. P6A 5P6
705/949-2113

Arkansas & Louisiana Missouri Rwy. Co.
H. B. Wilson, Op. V.P.
P.O. Box 1653
Monroe, LA 71201
318/362-2258

Atchison, Topeka & Santa Fe Rwy.
(Santa Fe Railway Co.)
J. R. Fitzgerald, Op. V.P.
80 E. Jackson Blvd.
Chicago, IL 60604
312/347-2790

Atlanta & St. Andrews Bay Rwy.
H. B. Davis, C.F.O.
514 E. Main St., P.O. Box 729
Dothan, AL 36302
205/792-0975

Baltimore & Annapolis Railroad Co.
K. A. Pippin, Pres. & Gen. Mgr.
100 Maple Rd.
Linthicum, MD 21090
301/859-1414

Bangor & Aroostook Railroad
Richard B. Gray, Bus. Svcs. Mgr.
N. Maine Junction Park, R.R. 2
Bangor, ME 04401
207/848-5711

Bay Colony Railroad Corp.
S. J. Fay, P.R. & Info.
420 Bedford St.
Lexington, MA 02173
617/861-6480

BC Rail Ltd.
M. C. Norris, Pres. & CEO
P.O. Box 8770
N. Vancouver, BC V6B 4X6
604/986-2012

Belt Rwy. Co. of Chicago
B. Roccanova, R.E. Mgr.
6900 S. Central Ave.
Chicago, IL 60638
312/496-4000

Bessemer & Lake Erie R.R. Co.
Thomas J. Siegel, Mktg. V.P.
P.O. Box 68
Monroeville, PA 15146
412/829-3420

Burlington Northern R.R. Co.
R. L. Buchanan, Sr. V.P., Op.
9401 Indian Creek Pkwy.
Overland Park, KS 66210
913/661-4100

Canadian National Rwys.
D. H. Burstow, Pres., R.E.
277 Front St. W.
Toronto, Ont. M5V 2X7
416/974-9700

Canadian Pacific Ltd.
Robert A. Rice, V.P., Pub. Affairs
P.O. Box 6042, Sta. A
Montreal, Que. H3C 3E4
514/395-7085

Cartier Railway
Alan H. Ketterling, Bus. Dev. Dir.
Port Cartier, Que. G5B 2H3
514/285-1464

Central Vermont Rwy., Inc.
T. J. Faucett, R.E. Mgr.
2 Federal St.
St. Albans, VT 05478
802/524-6604

Chicago & North Western Transp. Co.
Robert W. Mickey, V.P., R.E. & I.D.
One North Western Center
Chicago, IL 60606
312/559-6175

Chicago, Central & Pacific R.R. Co.
Mark E. Dannenberg, Mktg. V.P.
P.O. Box 1800
Waterloo, IA 50704
319/236-9200

Chicago, Missouri & Western Rwy. Co.
John E. Alexander, Mktg. V.P.
307 N. Michigan Ave.
Chicago, IL 60601
312/930-0700

Chicago S. Shore & S. Bend R.R.
Michael W. Franke, V.P., Op. & Gen. Mgr.
N. Carroll Ave.
Michigan, IN 46360
219/874-4221

Consolidated Rail Corp. (Conrail)
J. F. Jaeger, Asst. V.P., R.E.
6 Penn Center Plaza
Philadelphia, PA 19102
215/893-6445

CSX Transportation, Inc.
(Chessie System, Seaboard System)
James M. White, A.V.P., Ind. Dev.
CSX Transportation
100 N. Charles St., 17th Fl.
Baltimore, MD 21201
301/237-3757

Delaware Otsego Corp.
Frank Quattrocchi, Mktg. Mgr.
1 Railroad Ave.
Cooperstown, NY 13326
607/547-2555

Denver & Rio Grande Western R.R.
Charles D. Brainard, Asst. V.P., Mkt. Dev.
P.O. Box 5482
Denver, CO 80217
303/595-2471

Detroit & Mackinac Rwy. Co.
R. L. Van Buskirk, Jr., Asst. Gen. Mgr.
120 Oak St.
Tawas City, MI 48763
517/362-5861

Duluth, Missabe & Iron Range Rwy.
C. O. Ferner, Gen. Mgr.
500 Missabe Bldg.
Duluth, MN 55802
218/723-2115

Eastern Shore Railroad, Inc.
Frank H. Waring, Sales & Mktg. V.P.
228 W. Church St., Ste. 101
Salisbury, MD 21801
301/546-2595

Elgin, Joliet & Eastern Rwy.
G. H. Rodeghiero, Ind. Dev. Mgr.
P.O. Box 880
Joliet, IL 60434
815/740-6641

Florida East Coast Rwy. Co.
W. E. Durham, Jr., V.P., R.E. & I.D.
1 Malaga St., P.O. Drawer 1048
St. Augustine, FL 32084
904/829-3421, ext. 321

Grand Trunk Western R.R.
W. H. Cramer, Sr., Mktg. S.V.P.
131 W. Lafayette Blvd.
Detroit, MI 48226
313/237-4588

Guilford Transp. Industries, Inc.
(Boston & Maine Corp., Delaware & Hudson R.R.)
Thomas C. Perry, Mktg./Sales V. P.
Iron Horse Park
N. Billerica, MA 01862
617/663-1191

Illinois Central Gulf R.R. Co.
G. A. McArdle, Asst. V.P., R.E. & I.D.
233 N. Michigan Ave.
Chicago, IL 60601
312/819-7480

Indiana Harbor Belt R.R. Co.
W. F. Krupinski, R.E. Mgr.
Union Station
Chicago, IL 60606
312/454-3870

Kansas City Southern Rwy. Co.
L. J. Tamisiea, V.P. Mktg.
114 W. 11th St.
Kansas City, MO 64105-1804
816/556-0303

Midsouth Rail Corp.
John R. Staley, V.P. & Chief Mktg. Officer
111 East Capitol St.
Jackson, MS 39201
601/949-4360

Missouri-Kansas-Texas R.R. Co.
Harold O. Brandt, V.P., R.E. & I.D.
701 Commerce St.
Dallas, TX 75202
214/651-6756

Norfolk Southern Corp.
(Norfolk & Western Rwy., Southern Railway System)
R. E. L. deButts, Ind. Dev. & R.E. V.P.
1 Commercial Pl.
Norfolk, VA 23510-2191
804/629-2830

Ontario Northland Rwy.
K. John Wallace, Sr. Mktg. Off.
555 Oak St. E.
North Bay, Ont. P1B 8L3
705/472-4500, ext. 205

Pittsburgh & Lake Erie R.R. Co.
T. Davis, III, Mktg. & Sales V.P.
Commerce Ct., 4 Sta. Sq.
Pittsburg, PA 15219
412/261-3201

Providence & Worcester R.R. Co.
Ronald P. Chrzanowski, R.E. V.P.
P.O. Box 1490
1 Depot Square
Woonsocket, RI 02895
409/765-2000

Richmond, Fredericksburg & Potomac R.R. Co.
Charles M. Louthan, R. E. & Dev. Sr. Mgr.
2134 W. Laburnam Ave.
Richmond, VA 23227
804/257-3286

Soo Line Railroad Co.
John P. Nail, R.E. Dev. Dir.
Soo Line Bldg., P.O. Box 530
Minneapolis, MN 55440
612/347-8254

Southern Pacific Trans. Co.
(St. Louis Southwestern Rwy. Co.)
Raymond Mesick, R. E. V. P.
Southern Pacific Bldg.
1 Market Plaza
San Francisco, CA 94105
415/541-1984

Union Pacific Railroad
(Missouri Pacific R.R., Western Pacific R.R.)
C. R. Black, I.D. Dir.
1416 Dodge St.
Omaha, NE 68179
402/271-3900

Union Railroad Co.
John W. Keyes, Mktg. Dir.
P.O. Box 68
Monroeville, PA 15146
412/829-3430

Vermont Railway, Inc.
J. R. Pennington, Pres.
One Railway Lane
Burlington, VT 05401
802/658-2550

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name

Directory of U.S. Foreign-Trade Zones

Foreign-Trade Zones Board
U.S. Dept. of Commerce
Washington, D.C. 20230
202/377-2862

Zone No. 1, New York City
Sol Braun
S & F Warehouse Inc.
Brooklyn Navy Yard, Bldg. 77
Brooklyn, NY 11205
718/834-0400

Zone No. 2, New Orleans
Robert Dee
Board of Commissioners of the Port of N. Orleans
P.O. Box 60046
New Orleans, LA 70160
504/897-0189

Zone No. 3, San Francisco
Ed Osgood
Foreign Trade Services, Inc.
Pier 23
San Francisco, CA 94111
415/391-0176

Zone No. 5, Seattle
Jack Fox
Port of Seattle Commission
P.O. Box 1209
Seattle, WA 98111
206/382-3257

Zone No. 7, Mayaguez, PR
Jose Cobian
Puerto Rico Industrial Dev. Co.
G.P.O. 2350
San Juan, PR 00936
809/765-2784

Zone No. 8, Toledo
John Loftus
Toledo-Lucas County Port Auth.
One Maritime Plaza
Toledo, OH 43604-1866
419/243-8251

Zone No. 9, Honolulu
Homer Maxey
State of Hawaii
Pier 2
Honolulu, HI 96813
808/548-5435

Zone No. 12, McAllen, TX
Frank Birkhead
McAllen Trade Zone, Inc.
6401 S. 33rd St.
McAllen, TX 78501
512/682-4306

Zone No. 14, Little Rock
Robert Brave
Little Rock Port Authority
7500 Lindsey Rd.
Little Rock, AR 72206
501/490-1468

Zone No. 15, Kansas City, MO
Robert Drost
Greater Kansas City FTZ, Inc.
120 W. 12th St., Ste. 650
Kansas City, MO 64105
816/421-7666

Zone No. 16, Sault Ste. Marie, MI
James F. Hendricks
Econ. Dev. Corp. of Sault Ste. Marie
1301 W. Easterday
Sault Ste. Marie, MI 49783
906/635-9131

Zone No. 17, Kansas City, KS
Robert Drost
Greater Kansas City FTZ, Inc.
120 W. 12th St., Ste. 650
Kansas City, MO 64105
816/421-7666

Zone No. 18, San Jose, CA
Bruce Gresin
City of San Jose
801 N. First St.
Rm. 408, City Hall
San Jose, CA 95110
408/277-5823

Zone No. 19, Omaha
Molly McCarthy
Dock Board of the City of Omaha
Omaha-Douglas Civic Center
1819 Farnam St., Rm. 701
Omaha, NE 68183
402/444-5173

Zone No. 20, Suffolk, VA
John Hunter
Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
804/446-4891

Zone No. 21, Dorchester Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 22, Chicago
Franklynn Albert
Illinois Int'l Port District
12700 Butler Dr.
Lake Calumet Harbor
Chicago, IL 60633
312/646-4400

Zone No. 23, Buffalo
Phillip R. Jacobs
Erie Cty. Ind. Dev. Agency
Ste. 300, Liberty Bldg., 424 Main St.
Buffalo, NY 14202
716/856-6525

Zone No. 24, Pittston, PA
James G. Pettinger
Eastern Distribution Center, Inc.
1151 Oak St.
Pittston, PA 18640-3795
717/655-5581

Zone No. 25, Port Everglades, FL
Thomas E. Ezzo
Port Everglades Port Authority
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Zone No. 26, Shenandoah, GA
Michael L. Lott
Georgia Foreign Trade Zone, Inc.
230 Peachtree St., N.W., P.O. Box 1776
Atlanta, GA 30301
404/581-4008

Zone No. 27, Boston
Elliot K. Friedman
Massachusetts Port Authority
10 Park Plaza
Boston, MA 02116
617/973-5500

Zone No. 28, New Bedford, MA
Richard M. Bennett
Mayor's Office of Community Dev.
133 William St., Rm. 215
New Bedford, MA 02740
617/999-2931 ext. 367

Zone No. 29, Louisville
Robert M. Timmerman
Louisville & Jefferson County Riverport Authority
6219 Cane Run Rd.
Louisville, KY 40258
502/935-6024

Zone No. 30, Salt Lake City
Michael Chitwood
Redev. Agency of Salt Lake City
285 W. North Pemple, Ste. 200
Salt Lake City, UT 84103
801/328-3211

Zone No. 31, Granite City, IL
Robert Wydra
Tri-City Regional Port District
2801 Rock Rd.
Granite City, IL 62040
618/877-8444

Zone No. 32, Miami
Sandra Gonzalez
Gtr. Miami Foreign-Trade Zone, Inc.
1601 Biscayne Blvd.
Miami, FL 33132
305/350-7700

Zone No. 33, Pittsburgh
Frank Brooks Robinson
Regional Industrial Dev. Corp. of Southwestern Pennsylvania
Ste. 1220, Frick Bldg.
Pittsburgh, PA 15219
412/471-3939

Zone No. 34, Niagara County, NY
Theodore J. Belling
County of Niagara
County Office Bldg.
59 Park Ave.
Lockport, NY 14094
716/439-6033

Zone No. 35, Philadelphia
Tom Tamasco
Phila. Port Corp.
1020 Public Ledger Bldg.
6th & Chestnut Sts.
Philadelphia, PA 19106
215/928-9100

Zone No. 36, Galveston
John Massey, Jr.
Port of Galveston
Galveston Wharves
P.O. Box 328
Galveston, TX 77550
409/766-6112

Zone No. 37, Orange County, NY
Nick Cignarale
Foreign Trade Dev. Co. of Orange County, Inc.
P.O. Box 6107, Stewart Airport
Newburgh, NY 12550
914/564-7700

Zone No. 38, Spartanburg Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 39, Dallas/Fort Worth
Dennis Konopatzke
Dallas/Ft. Worth Reg. Airport Board
P.O. Drawer DFW
Dallas/Fort Worth Airport, TX 75261
214/574-3121

Zone No. 40, Cleveland
John L. Townley
Cleveland Port Authority
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Zone No. 41, Milwaukee
Vincent J. Boever
Foreign-Trade Zone of Wis., Ltd.
2150 E. College Ave.
Cudahy, WI 53110
414/764-2111

Zone No. 42, Orlando
William Blood
Greater Orlando Aviation Authority
4101 East 9th St.
Orlando, FL 32812
305/859-9485

Zone No. 43, Battle Creek, MI
Marilyn E. Parks
BC/CAL/KAL Inland Port Authority of S. Central Michigan Dev. Corp.
P.O. Box 1438
Battle Creek, MI 49016
616/968-8197

Zone No. 44, Morris County, NJ
Joseph Brady
NJ Dept. of Comm. & Econ. Dev.
Office of Int'l Trade
744 Broad St.
Newark, NJ 07102
201/648-3518

Zone No. 45, Portland, OR
Peggy J. Krause
Port of Portland
P.O. Box 3529
Portland, OR 97208
503/231-5000, ext. 220

Zone No. 46, Cincinnati
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45202
513/579-3143

Zone No. 47, Campbell County, KY
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45202
513/579-3143

Zone No. 48, Tucson
William Tatom
Papago - Tucson FTZ Corp.
San Xavier Dev. Authority
P.O. Box 11246
Mission Station, AZ 85734
602/881-0439

Zone No. 49, Newark/Elizabeth
Catherine Durda
Port Authority of NY & NJ
Rm. 64 W., One World Trade Center
New York, NY 10048
212/466-7985

Zone No. 50, Long Beach, CA
Rick Aschieris
Board of Harbor Commissioners of the Port of Long Beach
P.O. Box 570
Long Beach, CA 90801-0570
213/590-4104

Zone No. 51, Duluth
Henry K. Hanka
Seaway Port Authority of Duluth
1200 Port Terminal Dr.
P.O. Box 8677
Duluth, MN 55808
218/727-8525

Zone No. 52, Suffolk County, NY
Jim Mackey
County of Suffolk
1 Trade Zone Drive
Ronkonkoma, NY 11779
516/588-5757

Zone No. 53, Rogers County, OK
Robert W. Portiss
City of Tulsa/Rogers Cty. Port Authority
Tulsa Port of Catoosa
5350 Cimarron Rd.
Catoosa, OK 74105
918/266-2291

Zone No. 54, Clinton County, NY
Francis A. Lapham
Clinton County Area Dev. Corp.
P.O. Box 19
Plattsburgh, NY 12901
518/563-3100

Zone No. 55, Burlington, VT
C. Harry Behney
Greater Burlington Industrial Corp.
P.O. Box 786
Burlington, VT 05402
802/862-5726

Zone No. 56, Oakland, CA
Dayton Ballenger
Oakland Int'l Trade Center, Inc.
633 Hagenburger Rd.
Oakland, CA 94621
415/639-7405

Zone No. 57, Mecklenburg Cty., NC
Richard Primm
Piedmont Distribution Center
P.O. Box 7123
Charlotte, NC 28217
704/588-2868

Zone No. 58, Bangor
Edward McKeon
City of Bangor Econ. Dept.
City Hall
Bangor, ME 04401
207/947-0341

Zone No. 59, Lincoln, NE
Duane Vicary
Lincoln Chamber of Commerce
1221 N. St., Suite 606
Lincoln, NE 68508
402/476-7511

Zone No. 60, Nogales, AZ
Herman Rivas
Rivas Realty
3450 Tucson-Nogales Hwy.
Nogales, AZ 85621
602/287-3411

Zone No. 61, San Juan, PR
Miguel Sigueroa
Puerto Rico Commercial Dev. Co.
Commonwealth of PR
G.P.O. Box 4943
San Juan, PR 00936
809/721-1273

Zone No. 62, Brownsville, TX
Al Cisneros
Brownsville Navigation District
Port of Brownsville
P.O. Box 3070
Brownsville, TX 78523-3070
512/831-4592

Zone No. 63, Prince George's County, MD
Don L. Spicer
Prince George's Cty. Gov.
The Collington Ctr.
16201 Trade Zone Ave., Ste. 104
Upper Marlboro, MD 20772
301/390-8123

Zone No. 64, Jacksonville, FL
Bruce Cashon
Jacksonville Port Authority
P.O. Box 3005
2701 Talleyrand Ave.
Jacksonville, FL 32206
904/630-3070

Zone No. 65, Panama City, FL
Tommy L. Berry
Panama City Port Authority
P.O. Box 15095
Panama City, FL 32406
904/763-8471

Zone No. 66, Wilmington, NC
Patsy Everhart
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 67, Morehead City, NC
Patsy Everhart
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 68, El Paso
Robert C. Jacob, Jr.
El Paso Int'l Airport
El Paso, TX 79925
915/772-4271

Zone No. 70, Detroit
James Kellow
Gtr. Detroit FTZ, Inc.
100 Renaissance Ctr., Ste. 2020
Detroit, MI 48243
313/259-8077

Zone No. 71, Windsor Locks, CT
R. Clifford Randal
Industrial Dev. Commission of
Windsor Locks
Town Office Bldg.
50 Church Street, P.O. Box L
Windsor Locks, CT 06096
203/627-1444

Zone No. 72, Indianapolis
David P. Bennett
Indianapolis Econ. Dev. Corp.
48 Monument Circle
Indianapolis, IN 46204
317/236-6246

Zone No. 73, Baltimore/Washington International Airport
Robert J. Schott
All Cargo Expediting Services, Inc.
P.O. Box 28673
BWI Airport, MD 21240
301/859-4449

Zone No. 74, Baltimore
Paul Gilbert
City of Baltimore
c/o Baltimore Econ. Dev. Corp.
36 South Charles St.
Baltimore, MD 21201
301/837-9305

Zone No. 75, Phoenix
Edward R. Standage
City of Phoenix
Community & Econ. Dev. Admin.
920 E. Madison St., Suite D
Phoenix, AZ 85034
602/261-8707

Zone No. 76, Bridgeport, CT
Michael Freimuth
City of Bridgeport
City Hall, 45 Lyon Terrace
Bridgeport, CT 06604
203/576-7135

Zone No. 77, Memphis
Thomas D. Murphree
Mid-South Terminals Co., Ltd.
P.O. Box 13286
Memphis, TN 38113
901/774-4889

Zone No. 78, Nashville
Horace Bass
Metropolitan Nashville/Davidson
County Port Authority
172 Second Ave. N., Ste. 212
Nashville, TN 37201
615/259-7468

Zone No. 79, Tampa
George Unanue
City of Tampa, Office of Urban Dev.
City Hall, 315 E. Kennedy Blvd.
Tampa, FL 33602
813/223-8381

Zone No. 80, San Antonio
Kenneth W. Daly
City of San Antonio
P.O. Box 9066
San Antonio, TX 78285
512/299-8080

Zone No. 81, Portsmouth, NH
George Smith
New Hampshire State Port
Authority
555 Market St., Box 506
Portsmouth, NH 03801
603/436-8500

Zone No. 82, Mobile
Dan Dupont
Mobile Airport Authority
Brookley Complex, Bldg. 11
Mobile, AL 36615
205/438-7334

Zone No. 83, Huntsville, AL
J.E. Mitchell, Jr.
Huntsville-Madison County
Airport Authority
P.O. Box 6006
Huntsville, AL 35806
205/772-9395

Zone No. 84, Harris County, TX
Jack Beasley
Port of Houston Authority
P.O. Box 2562
Houston, TX 77252
713/670-2400

Zone No. 85, Everett, WA
Bill Grinstein
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership for WA
1800 Pacific Hwy. S., Ste. 400
Seattle, WA 98188
206/433-1629

Zone No. 86, Tacoma, WA
Bill Grinstein
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership for WA
18000 Pacific Hwy. S., Ste. 400
Seattle, WA 98188
206/433-1629

Zone No. 87, Lake Charles, LA
James E. Sudduth
Lake Charles Harbor & Terminal
District
P.O. Box AAA
Lake Charles, LA 70602
318/439-3661

Zone No. 88, Great Falls, MT
Joseph C. Mudd
Econ. Growth Council of Gt. Falls
P.O. Box 1273
Great Falls, MT 59403
406/761-5036

Zone No. 89, Clark County, NV
Al Dague
Nevada Dev. Authority
3900 Paradise Rd., Ste. 155
Las Vegas, NV 89109
702/739-8222

Zone No. 90, Onondaga, NY
Joseph D. Russo
County of Onondaga
c/o Greater Syracuse Chamber of
Commerce
100 E. Onondaga St.
Syracuse, NY 13202
315/470-1334

Zone No. 91, Newport, VT
Henry W. Merrill, Jr.
Northeastern Vermont Dev. Assn.
44 Main St.
St. Johnsbury, VT 05819
802/748-5181

Zone No. 92, Harrison County, MS
Noel Guthrie
Gtr. Gulfport/Biloxi FTZ, Inc.
3825 Ridgewood Rd.
Jackson, MS 39211-6453
601/982-6606

Zone No. 93, Raleigh/Durham
Pamela Davison
Triangle J Council of Governments
100 Park Drive, P.O. Box 12276
Research Triangle Park, NC 27709
919/549-0551

Zone No. 94, Laredo, TX
Jose L. Flores
Laredo Int'l Airport
Operator of FTZ No. 94
518 Flightline, Bldg. #132
Laredo, TX 78041
512/722-4933

Zone No. 95, Starr County, TX
Sam Vale
Starr County Industrial Foundation
P.O. Drawer H
Rio Grande City, TX 78582
512/487-5606

Zone No. 96, Eagle Pass, TX
Alfonso Gonzales
City of Eagle Pass
P.O. Box C
City Manager's Office
Eagle Pass, TX 78852
512/773-1111

Zone No. 97, Del Rio, TX
Jeff Pomeranz
City of Del Rio
City Manager's Office
P.O. Drawer DD
Del Rio, TX 78840
512/774-2781

Zone No. 98, Birmingham, AL
Virginia Riley
Mayor's Office
City of Birmingham
Birmingham City Hall
Birmingham, AL 35203
205/254-2277

Zone No. 99, Wilmington, DE
Dorothy Sbriglia
State of Delaware
Delaware Development Office
Dover, DE 19901
302/736-4271

Zone No. 100, Dayton, OH
Gary D. Gieisel
Gtr. Dayton FTZ, Inc.
1880 Kettering Tower
Dayton, OH 45423-1880
513/226-1444

Zone No. 101, Clinton County, OH
Mike Kuli
Airborne Foreign-Trade Zone, Inc.
145 Hunter Drive
Wilmington, OH 45177
513/382-5591

Zone No. 102, St. Louis
Wayne Weidemann
St. Louis County Port Authority
130 S. Bemiston
Clayton, MO 63105
314/721-0900

Zone No. 103, Grand Forks, ND
Robert W. Nelson
Grand Forks Dev. Foundation
P.O. Box 1177, 204 N. Third
Grand Forks, ND 58201
701/772-7271

Zone No. 104, Savannah, GA
Don Fishero
Savannah Airport Commission
P.O. Box 2723
Savannah, GA 31402-2723
912/964-0514 or 964-0904

Zone No. 105, Providence & North Kingston, RI
Ted Spinard
Rhode Island Port Auth. & Econ. Dev. Corp.
7 Jackson Walkway
Providence, RI 02903
401/277-2601

Zone No. 106, Oklahoma City
Carolyn Lyon
The City of Oklahoma City
c/o Community Dev. Dept.
200 N. Walker, 4th Fl.
Oklahoma City, OK 73102
405/231-2583

Zone No. 107, Des Moines
Fred Caruthers
Centennial Warehouse Corp.
10400 Hickman Rd.
Des Moines, IA 50322
515/278-9517

Zone No. 108, Valdez, AK
Vern Chase
The City of Valdez, AK
Port of Valdez
200 S.W. Market St. Ste 985
Portland, OR 97201-5713
503/227-4567

Zone No. 109, Watertown
John Nichols
The County of Jefferson
Jefferson Ind. Dev. Agency
175 Arsenal St.
Watertown, NY 13601
315/785-3226

Zone No. 110, Albuquerque
Bob Wittington
FTZ Operators, Inc.
1617 Broadway N.E., P.O. Box 26928
Albuquerque, NM 87125
505/842-0088

Zone No. 111, JFK Int'l Airport, NY
Gerald Drasheff
Port Auth. of NY & NJ
Kennedy Int'l Airport, Bus. Admin. Div., Bldg. 141
Jamaica, NY 11430
212/656-4402

Zone No. 112, Colorado Springs
Charlie Luse
Front Range FTZ, Inc
4675 Aerospace Blvd.
Colorado Springs, CO 80925
303/390-5666

Zone No. 113, Ellis County, TX
Larry White
Trade Zone Operations, Inc.
100 Center Drive
Midlothian, TX 76065
214/299-6301

Zone No. 114, Peoria, IL
Don Rigley
Economic Dev. Council, Inc.
230 S.W. Adams
Peoria, IL 61602
309/676-0755

Zone No. 115, Beaumont, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 116, Port Arthur, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 117, Orange, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 118, Ogdensburg, NY
Salvatore Pisani
Ogdensburgh Bridge & Port Auth.
Ogdensburg, NY 13669
315/393-4080

Zone No. 119, Minneapolis-St. Paul
Dennis Rock
Gtr. Metro. FTZ Commission
331 2nd Ave. S., Midland Square Bldg.
Minneapolis, MN 55401
612/342-1211

Zone No. 120, Cowlitz County, WA
John C. Thompson
Cowlitz Econ. Dev. Council
1338 Commerce, Suite 211
Longview, WA 98632
206/423-9921

Zone No. 121, Albany, NY
Chungchin Chen
Capital Dist. Reg. Planning Cmsn.
214 Canal Square, 2nd Fl.
Schenectady, NY 12305
518/393-1715

Zone No. 122, Corpus Christi, TX
Thomas S. Moore
Port of Corpus Chrisiti Auth.
P.O. Box 1541
Corpus Christi, TX 78403
512/882-5633

Zone No. 123, Denver
Don Cooper
Aspen Distribution
5401 Oswego St., P.O. Box 39108
Denver, CO 80239
303/371-2511

Zone No. 124, Gramercy, LA
Richard J. Clements
South Louisiana Port Cmsn.
152 Bell Terre Blvd., Ste. 100
P.O. Drawer K
La Place, LA 70068-1109
504/652-9278

Zone 125, South Bend, IN
Kenneth Kanczuzewski
Material Trans Action
2741 N. Foundation Dr.
South Bend, IN 46634-1877
219/233-2666

Zone No. 126, Sparks, NV
Kevin Day
Nevada Dev. Auth.
Nevada FTZ
P. O. Box 11710
Reno, NV 89510
702/784-3844

Zone No. 127, West Columbia, SC
Donnie B. Turbeville
Columbia Metro. Airport
3000 Aviation Way
W. Columbia, SC 29169-2190
803/794-3427

Zone No. 128, Whatcom County, WA
Leroy Deardorff
Lummi Indian Business Council
2616 Kwina
Bellingham, WA 98266
206/734-8180

Zone No. 129, Bellingham, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 130, Blaine, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 131, Sumas, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 132, Coos County, OR
Frank G. Martin
Int'l Port of Coos Bay Cmsn.
Oregon Int'l Port of Coos Bay
Port Bldg., Front & Market Sts.
Coos Bay, OR 97420
503/267-7678

Zone No. 133, Quad-City, IA/IL
Richard R. Weeks
Quad-City FTZ, Inc.
First National Bank of the Quad-Cities
Suite 406
Quad-City, IL 61201
309/788-7436 or 319/326-1005

Zone No. 134, Chattanooga
Robert McAuley
Partners for Econ. Progress, Inc.
1001 Market St.
Chattanooga, TN 37402
615/756-2121

Zone No. 135, Palm Beach Cty.
Colonel Frank Donahue
Port of Palm Beach District
P.O. Box 781
Palm Beach, FL 33480
305/832-4556

Zone No. 136, Brevard Cty., FL
Ken Karpinski
Canaveral Port Authority
P.O. Box 267
Port Canaveral Station
Cape Canaveral, FL 32920
305/783-7831

Zone No. 137, Washington Dulles Int'l Airport
Thomas Morr
Washington Dulles FTZ
P.O. Box 17349
Washington Dulles Int'l Airport
Washington, DC 20041
703/661-8040

Zone No. 138, Franklin County, OH
Eric N. Waldron
Rickenbacker Port Authority
375 S. High St., 17th Floor
Columbus, OH 43215
614/461-9046

Zone No. 139, Sierra Vista, AZ
Joseph Luce
Sierra Vista Econ. Dev. Fdtn., Inc.
P.O. Box 2380
Sierra Vista, AZ 85636
602/459-6070

Zone No. 140, Flint, MI
Robert Hidley
City of Flint
Bishop Int'l Airport
G-3425 W. Bristol Rd.
Flint, MI 48507
313/766-8620

Zone No. 141, Monroe Cty., NY
Charles Goodwin
County of Monroe
Monroe County FTZ
55 St. Paul Street
Rochester, NY 14604
716/454-2220

NEW ENGLAND

- CONNECTICUT
- MAINE
- MASSACHUSETTS
- NEW HAMPSHIRE
- RHODE ISLAND
- VERMONT

Regional Review

Following are summaries of some of the events affecting site location in each of New England's states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Connecticut. Connecticut is following the national trend toward a service-based economy. Manufacturing employment is on the decline, with a 1% drop from 1985, and the service industry is growing—up 3.2% in 1986 from 1985.

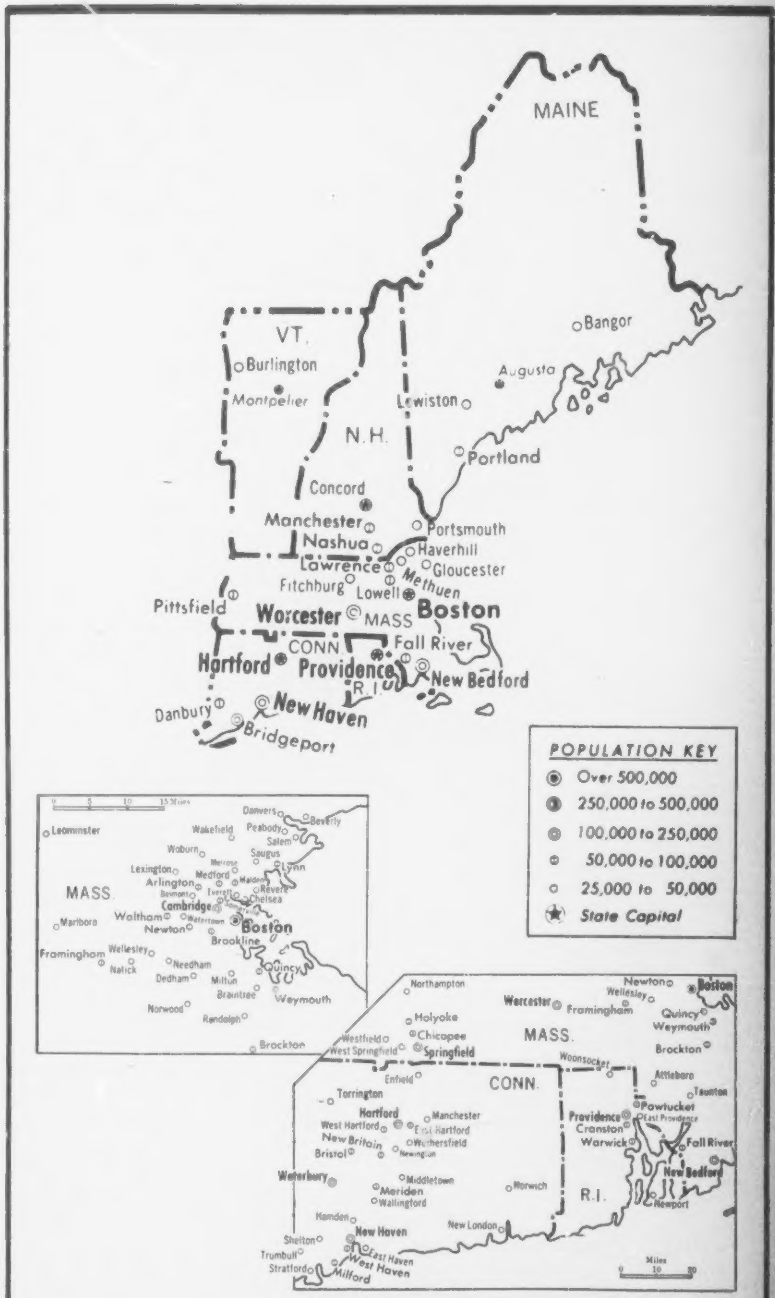
Overall job growth in the state increased 15.9% from 1980 to 1986, which is the 14th-highest growth rate for that period in the country.

Unemployment decreased 43.6% from 1980 to 1986—from 5.6% to 3.9%—and it is currently the third-lowest unemployment rate in the country.

In 1988, Connecticut is actively pursuing seven technologies. These seven were identified as industries for the state to target by the Connecticut Academy of Science and Engineering.

The state's first effort toward one of these industries involved the setting up of a "domestic trade mission" to California in January to help initiate new contract procurements for its aerospace-product firms. This effort was part of Connecticut's Economic Development Department's Sales Contract Center program, which was started in the 1970s to bring large companies to a centralized point in Connecticut where state firms could showcase their wares.

Maine. Maine's economy hasn't been affected by recent nationwide economic fluctuations; it is reliant on stable, growing industries. Its primary nonagricultural industry is wholesale and retail trade, which has grown 7.1% from 1986


MAINE
VT.
N.H.
MASS
CONN
R.I.
Bangor
Augusta
Lewiston
Portland
Burlington
Montpelier
Concord
Manchester
Nashua
Portsmouth
Haverhill
Lawrence
Gloucester
Methuen
Fitchburg
Lowell
Pittsfield
Worcester
Boston
Fall River
Hartford
Providence
New Bedford
Danbury
New Haven
Bridgeport
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Leominster
Marlboro
Framingham
Natick
Wellesley
Waltham
Newton
Lexington
Arlington
Belmont
Woburn
Wakefield
Medford
Melrose
Malden
Everett
Cambridge
Somerville
Chelsea
Revere
Saugus
Lynn
Salem
Peabody
Danvers
Beverly
Brookline
Needham
Dedham
Milton
Quincy
Braintree
Weymouth
Norwood
Randolph
Brockton
Northampton
Holyoke
Chicopee
Springfield
Westfield
West Springfield
Framingham
Wellesley
Quincy
Weymouth
Brockton
Woonsocket
Attleboro
Taunton
Pawtucket
East Providence
Cranston
Warwick
Newport
Enfield
Torrington
West Hartford
East Hartford
Manchester
Wethersfield
Newington
New Britain
Bristol
Waterbury
Middletown
Meriden
Wallingford
Norwich
New London
Hamden
Shelton
Trumbull
Stratford
Milford
West Haven
East Haven
Miles

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WATERBURY *Renaissance*

MAYBE WATERBURY IS SO SUCCESSFUL BECAUSE WE REMEMBER OUR ROOTS.

Waterbury is Connecticut's premiere growth center. Recognized in the late 1800's and early 1900's as the "brass capital of the world", Waterbury has been transformed with the same strength and determination that originally made it famous. Today Waterbury is a virtual gold mine of affordable and attractive real estate.

The city's enthusiasm for new development and revitalization has brought to life many exceptional business opportunities. Reidville Industrial Park and the Enterprise Zone are two prime examples.

Bank Street looking North, Waterbury
CONFECTIONERS
TRUNKS

Reidville Industrial Park has been designed to satisfy even the most scrupulous site selector. The land has been subdivided to accommodate a variety of industrial needs. Parcels are priced below market standards at $25,000.00 and $33,000.00 an acre. Additionally, Reidville Industrial Park offers state and local tax abatement and grant programs.

To further support the city's plans for growth and innovation, Waterbury has established the largest Enterprise Zone in Connecticut. Comprised of 1400 acres along the Naugatuck River, this area was once the industrial core of the city. Companies that locate within the zone will receive 50% reduction in corporation tax, 80% abatement of local property taxes, state sales tax exemption on replacement parts for machinery used in manufacturing, and more.

Waterbury hasn't forgotten the industry it was founded on. The quality work ethic still remains. The historical buildings still stand tall. Waterbury welcomes you to its glorious city of renaissance.

WATERBURY *Renaissance*

THE WATERBURY RENEWAL AND ECONOMIC DEVELOPMENT AGENCY
29 LEAVENWORTH STREET, WATERBURY, CT 06702 — PHONE 203-757-9621

Joseph J. Santopietro
Mayor

Richard Barbieri
Chairman

Howard Plomann
Executive Director

Circle 16 on Brochure Service Card

to 1987. Its secondary industry is the services field, which grew 5.5% last year.

The state has itself in a good position to attract new business. New studies show that a well-educated labor force is one of the most important considerations to site seekers, and Maine devotes more than half of its $1.03-billion general fund on education expenditures. Higher-education funding increased 25.7% in fiscal 1987, which was the highest rise in the United States. Elementary- and secondary-school funding increased 9.6% last year.

Massachusetts. Massachusetts's economy has been consistently strong since the early 1980s. In the mid 1970s unemployment averaged 11%; as of Dec. 1987, it was at 3.1%, which was the third-lowest rate in the country. Per capita income is currently the fourth-highest in the U.S. at $16,380, which is another indication of the state's recent economic strength.

Massachusetts has a total of 84 four-year colleges and universities, and more than one-third of the state's general fund went toward education in 1987. The presence of these universities promotes the image of a well-educated work force and of available new technology.

The services industry is by far the largest industry in the state, involving nearly 29% of the total nonagricultural employment. Wholesale and retail trade is next with 23.5%, and manufacturing is third with 19.7%.

New Hampshire. New Hampshire has had the lowest unemployment rate in the nation since 1983, and it had the highest growth rate in per capita income—55.3%—from 1980 to 1985. The June 1987 study *General Manufacturing Climates*, published by Grant Thornton, ranked New Hampshire 17th in the nation, and the Oct. 1987 "Annual Report on the States," from *Inc*. magazine, ranked the state second in the U.S. based on job generation, new businesses, and young-company growth.

To continue this positive trend, the state is preparing a state development plan that is scheduled for completion July 1, 1988. The plan will be used to stimulate and manage New Hampshire's economic growth through the better utilization of state and federal resources.

When asked to describe New Hampshire's economic strengths, William G. Herman, programs officer at the state's development agency, pointed to "a productive labor force, a favorable legislative business climate, and a quality environment for business workers."

Rhode Island. In 1987, Governor Edward D. DiPrete set up an "Opportunity Agenda" to make changes in some of Rhode Island's basic institutions. The first of these institutions was education, and the change came in the form of the Higher Education Improvement Act of 1987, which was passed to raise faculty compensation at public higher-education facilities. Another change involved the signing of the state's first revenue-sharing program last year. The program will provide $19 million in aid to the state's communities.

A sign of economic prosperity: In fiscal year 1987, the state's budget surplus was over $107 million, which was the largest in Rhode Island's history and was nearly 10% of the total original budget.

New companies committed to locating in Rhode Island in 1987 included Toray Industries of Japan, which agreed to purchase 40 acres at Quonset Point Industrial Park; 350 new jobs are expected to be created. WelGen Manufacturing of Cambridge, Mass., and London, England, has agreed to purchase 70 acres in West Greenwich, with a possibility of 400 to 600 jobs being created from the facility.

Vermont. The state has the third-smallest population in the United States, but the people that are there have jobs. The unemployment rate was the seventh-lowest nationally in 1986. A job-growth rate of 20.6% in the period 1980 to 1986 certainly affected this.

As in most New England states, manufacturing jobs are on the decline, decreasing 1% last year. The largest nonagricultural industry is services, which showed little change in employment in 1987.

Education is one of the state's strong points. While being hampered with "the smallest school districts in the nation with the greatest difference in property wealth of any state," as stated by Gov. Madeline Kunin, Vermont still had a respectable high-school graduation rate of 77.6% in 1986. This was the 17th-highest rate in the country. ☐

HARTFORD
CONNECTICUT

STATE INFORMATION:

Financial assistance to industry:

- Development incentives (financial)
- Tax incentives
- Bonds & direct loans for buildings & construction
- Bonds & direct loans for machinery & equipment
- Bonds & direct loans for land
- Bonds & direct loans for pollution control & energy conservation
- Urban area development incentives
- Urban enterprise zone development incentives
- New product development financing
- Industrial mortgage insurance
- Assistance for job training
- Private & public financing programs
- Business generation assistance
- Site & facility location assistance

Tax rates:

Corporate income tax	11.5%
Personal income tax	none
Personal property tax levied by local communities, assessment at 70% fair market value in all towns	
Sales tax:	
Retail sales	7½%
Business services	7½%
Incorp. & franchise tax	(see corp. tax)
Gasoline tax	$.19/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	36
Vocational & business schools	111

Medical facilities:

Hospitals	37
Clinics	26

Labor analysis:

Civilian labor force	1,740,000 (1986)
High school graduates	50,700

For additional labor market information, contact Employ. Security Division, Labor Dept., 200 Folly Brook Blvd., Wethersfield, CT 06106, 203/566-5160.

Environment controls:

Air pollution: Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford, CT 06115, 203/566-4030

Water pollution: Water Compliance and Hazardous Substances Section (same address as above), 203/566-3245

Noise pollution: Office of Noise Control (same address as above), 203/566-7494

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
CONNECTICUT	3,107.6	3,212.0
Bridgeport	142.5	144.1
Bristol	57.4	60.2
Danbury	60.5	64.5
East Hartford	52.6	43.1
East Haven	25.0	NA
Enfield	42.7	43.1
Fairfield	54.8	53.9
Greenwich	59.6	59.4
Groton Town	41.1	42.8

Hamden	51.1	51.1
Hartford	136.4	138.4
Manchester	49.8	50.1
Meriden	57.1	58.1
Middletown	39.0	40.2
Milford	50.9	51.6
Naugatuck	26.5	NA
New Britain	73.8	73.9
New Haven	126.1	123.9
New London	28.8	29.1
Newington	28.8	NA
Norwalk	77.8	79.3
Norwich	38.1	39.4
Shelton	31.3	NA
Southington	36.9	NA
Stamford	102.5	103.2
Stratford	50.5	51.0
Torrington	31.0	NA
Trumbull	33.0	NA
Vernon	28.0	NA
Wallingford	37.3	NA
Waterbury	103.3	103.2
West Hartford	61.3	61.4
West Haven	53.2	53.4
Westport	25.3	NA
Wethersfield	26.0	NA

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1987
	Thousands	
Bridgeport-Stamford-Norwalk-Danbury	807.1	828.6
Hartford-New Britain-Middletown-Bristol	1,051.6	1,097.9
New Haven-Waterbury-Meriden	761.3	770.6
New London-Norwich	238.4	251.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT	390.6	42.4	10.49
Bridgeport-Milford	60.8	41.9	10.99
Hartford	96.3	41.9	10.69
New Britian	20.4	43.7	10.90
New Haven-Meriden	46.4	40.2	10.14
Stamford	23.8	40.3	11.41
Waterbury	23.3	42.9	9.05

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CONNECTICUT	1,795.8	52.1	2.9
Bridgeport-Milford	235.7	8.2	3.5
Hartford	435.9	11.3	2.6
New Britain	75.7	2.2	2.9
New Haven-Meriden	279.5	7.8	2.8
Stamford	120.3	2.6	2.2
Waterbury	103.6	3.9	3.8

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	66.0	39.3	15.22
MANUFACTURING	410.6	41.9	9.57
DURABLE GOODS	308.0	42.2	9.77
Lumber & Furniture-SIC 24	7.6	42.0	7.44
Primary metal industries-SIC 33	14.6	43.4	10.04
Fabricated metal products-SIC 34	49.3	42.0	8.99
Machinery, except electrical-SIC 35	50.0	43.2	10.35
Electrical & electronic equip.-SIC 36	60.0	41.1	8.21
Transportation equipment-SIC 37	83.3	42.7	11.97
Instruments & related products-SIC 38	27.5	43.1	9.02

Area Wage Survey

Average straight-time hourly earnings

	Hartford 7/86
Office, professional, & technical	
Payroll clerks	$ 7.14
Accounting clerks	7.48
File clerks	5.47
Typists	6.94
Key entry operators	6.73
Secretaries	9.40
Stenographers	NA
Switchbd opr-receptionists	6.78
Word processors	7.65
Drafters	11.01
Electronics technicians	11.80
Computer operators	9.33
Computer programmers	13.30
Computer systems analysts	17.04
Maintenance & powerplant	
Carpenters	12.14
Electricians	13.05
Engineers, Stationary	13.64
Machinists	11.85
Mechanics (machinery)	11.35
Tool & die makers	12.81
Custodial & material movement	
Guards	5.45
Janitors, porters & cleaners	NA
Laborers, mat'l hdlg	8.39
Shippers & receivers	8.02
Truckdrivers	9.99
Forklift operators	10.26

Two strong reasons to locate in Connecticut

The skilled hands of the Connecticut worker, ready to help your business grow.

CLASSIConnecticut
Yankee ingenuity at work.

For further information, contact Commissioner John J. Carson Connecticut Department of Economic Development, Suite 22, 210 Washington Street, Hartford, CT 06106. Or call (203) 566-3787.

Circle 17 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bridgeport 3, 7, 13, 22
Bristol 1 (Hartford)
Danbury 3 (Bridgeport)
East Hartford 1, 3 (Hartford)
East Haven (New Haven)
Enfield (Hartford)
Fairfield 3 (Bridgeport)
Greenwich 3 (White Plains, NY)
Groton 4 (New London)
Hamden (New Haven)
Hartford 1, 3, 6, 8, 10, 12-21, 23-25
Manchester 3 (Hartford)
Meriden 3 (Hartford)
Middletown 3 (Hartford)
Milford 3 (Bridgeport)
Naugatuck 1 (New Haven)
New Britain 1, 3 (Hartford)
New Haven 1, 3, 7, 11, 13
New London 2, 4, 7, 11, 13
Newington 1, 3 (Hartford)
Norwalk 3 (White Plains, NY)
Norwich 2, 4 (New London)
Shelton 3 (New Haven)
Southington 1 (Hartford)
Stamford 3 (White Plains, NY)
Stratford 3 (Bridgeport)
Torrington 1 (Hartford)
Trumbull (Bridgeport)
Vernon (Hartford)
Wallingford 1, 3 (New Haven)
Waterbury 1 (New Haven)
West Hartford (Hartford)
West Haven 3 (New Haven)
Westport 3 (Bridgeport)
Wethersfield (Hartford)

Railroads

1. Boston & Maine Corp.
2. Central Vermont Railway
3. Conrail
4. Providence & Worcester R.R. Co.

Airlines

5. Action Airlines
6. Air Canada-Air Ontario
7. Allegheny Commuter
8. American
9. American Eagle
10. Continental
11. Continental Express-PBA-Provincetown-Boston
12. Delta
13. Delta Connection-Business Express
14. Eastern
15. Eastern Express-Bar Harbor
16. Gulfstream
17. Holiday Airlines
18. Mall Airways
19. Northwest
20. Pan Am Express
21. Piedmont
22. Piedmont Commuter-Jetstream Int.'l
23. TWA
24. United
25. USAir

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bridgeport	30	74	5501	746
Hartford	25	73	6174	666
Middletown	27	73	5976	611
Norwalk	28	73	5847	598

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- Office Space Available

New Waterbury Ltd.
59 Mill Street P.O. Box 1749
Waterbury, Connecticut 06722
(203) 753-1115 (800) 289-1011

Circle 18 on Brochure Service Card

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bridgeport — 8e, 6g
Bristol — 3eg
Danbury — 3eg
East Hartford — 3e, 1g
East Haven — 8e, 6g
Enfield — 3eg
Fairfield — 8e, 6g
Greenwich — 3e, 1g
Groton — 2e, 3e
Hamden — 8e, 6g
Hartford — 3eg, 1g
Manchester — 3e, 1g
Meriden — 3eg
Middletown — 3eg
Milford — 8e, 6g
Naugatuck — 3eg
New Britain — 3e, 1g
New Haven — 8e, 6g
Newington — 3e, 1g
New London — 3eg
Norwalk — 4e (serves E. Norwalk), 7e (serves S. Norwalk), 3eg
Norwich — 5eg
Shelton — 8e, 3g
Southington — 3eg
Stamford — 3eg
Stratford — 8e, 6g
Torrington — 3eg
Trumbull — 8e, 6g
Vernon — 1g, 3eg
Wallingford — 9e, 3g
Waterbury — 3eg
West Hartford — 3e, 1g
West Haven — 8e, 6g
Westport — 3e, 6g
Wethersfield — 3e, 1g

1. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Hartford 06103
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Northeast Utilities
   (Conn Light & Power Co.) 107 Selden St., Berlin 06037-1616; Box 270, Hartford 06141-0218
4. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855
5. Norwich Dept. of Public Utilities
   34 Courthouse Sq., Norwich 06360
6. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06604
7. S. Norwalk Electric Works
   State St., Box 400, S. Norwalk 06856
8. United Illuminating Co.
   80 Temple St., New Haven 06506
9. Wallingford Elec. Div.
   100 John St., P.O. Box 190, Wallingford 06492

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	136	678
Sand & gravel (construction)	6,800	25,500

Stone:		
Crushed	7,700	45,800
Dimension	24	1,653
Combined value of feldspar, gem stones, mica (scrap) and sand and gravel (industrial)		5,500
Total 1986 (preliminary)		79,131

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Carson, John J., Cmsr.
Connecticut Dept. of Econ. Dev.
210 Washington St.
Hartford, 06106
203/566-3787

Areas & Others

Bristol
Director
Simmons-Boardman Pub. Corp.
345 Hudson St.
New York, NY 10014
212/620-7206

Hartford
Cosgrove, Leslie, V.P.
Stockton Associates
60 Washington St., 06106
203/249-0388

Studley, Don B., Gas Mktg. Mgr.
Northeast Utilities Svc. Co.
P.O. Box 270, 06141-0270
203/721-2703

Middletown
Stronz, Michelle M., Exec. Dir.
Middletown Ind. Dev. Corp.
70 College St., 06457
201/347-7291

New Haven
Cook, Charles W., Sr. V.P.
The United Illuminating Co.
80 Temple St., 06506
203/787-7302

Nemerson, Matthew
New Haven Chamber of Comm.
P.O. Box 1445 06506
203/787-6735

Waterbury
Glikbarg, John S., Leasing Mgr.
New Waterbury Ltd.
P.O. Box 1749, 06722
203/753-1115
800/289-1011

Guerrera, Ron, Econ. Dev. Dir.
Waterbury Renewal & Econ. Dev. Agency
29 Leavenworth St., 06702
203/757-9621

STATE INFORMATION:

Financial assistance to industry:

- Financial packaging assistance
- Industrial & revenue bonds for land, buildings, & equipment
- Umbrella revenue bonds for small companies
- Regional revolving loan funds
- Community development loans
- Subsidized training programs
- Loan guarantees
- Venture capital
- SBA 503 & 7A loans
- Jobs & investment tax credit
- Farmers Home Administration loan guarantees
- Urban Development Action Grants (most communities eligible)
- No inventory tax
- No sales tax on air/water pollution control equipment
- No sales tax on raw materials used in mfg. of products for resale
- Marketing assistance
- Business assistance
- Site location assistance
- Mortgage insurance program
- Veterans' loans
- Natural resource entrants program
- Tax increment financing

Tax rates:

Corporate income tax	3.5% on first $25,000; 7.93% on income between $25,000 & $75,000; 8.33% on income between $75,000 & $250,000; 8.93% on excess over $250,000
Personal income tax	1%-10%
Sales tax	5%
Franchise tax	none
Incorporation tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	17
Two-year or junior colleges	NA
Vocational & business schools	35

Medical facilities:

Hospitals	44

Labor analysis:

Civilian labor force	583,600
High-school grads. (employed)	533,000

For further labor market information, contact Employ. Security Commission, 20 Union St., Augusta, ME 04330, 207/289-3029

Environment controls:

Air, water, land, & hazardous waste pollution: Henry Warren, Cmsr., Dept. of Environ. Protection, AMHI, Ray Bldg., Augusta, ME 04333, 207/289-2811

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MAINE	1,124.7	1,182.4
Bangor	31.6	30.7
Lewiston	40.5	39.6
Portland	61.6	63.1

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1987
	—Thousands—	
Bangor	137.0	138.4
Lewiston-Auburn	99.7	100.9
Portland	215.8	228.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE		
104.6	41.9	8.84
Lewiston - Auburn		
9.8	39.9	7.43
Portland		
15.8	42.0	9.18

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Portland ME 12/85
Office, professional, & technical	
Payroll Clerks	$ 7.27
Accounting clerks	6.52
File clerks	4.85
Typists	5.34
Key entry operators	6.37
Secretaries	7.91
Switchbd opr-receptionists	5.75
Word processors	6.45
Drafters	NA
Electronic technicians	NA
Computer operators	8.55
Computer programmers	11.49
Computer systems analysts	14.92
Maintenance & powerplant	
Machinists	11.83
Mechanics (machinery)	11.11
Tool & die makers	12.76
Custodial & material movement	
Guards	NA
Janitors, porters, & cleaners	6.47
Laborers, material handling	6.69
Shippers & receivers	7.31
Truckdrivers	9.32
Forklift operators	7.96

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
23.0	NA	NA
MANUFACTURING		
106.2	40.0	8.40
DURABLE GOODS		
44.5	40.1	8.46

Lumber & wood products- SIC 24		
14.1	40.5	8.06
Primary & fabricated metals- SIC 33		
18.1	39.5	8.10

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MAINE		
610.3	17.6	2.9
Lewiston-Auburn		
41.8	1.5	3.5
Portland		
129.6	2.3	1.8

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bangor 1, 4, 5, 8-11, 13
Lewiston 3, 4, 10
Portland 2-13

Railroads

1. Bangor & Aroostook R.R. Co.
2. Boston & Maine Corp.
3. Canadian National Railways
4. Maine Central R.R. Co.

Airlines

5. Bangor Int'l Airline
6. Continental
7. Continental Express-Presidential Airways
8. Delta
9. Delta Connection-Business Express
10. Eastern Express-Bar Harbor
11. United
12. USAir
13. Valley Airlines

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	40	97
Sand & gravel (construction)	7,900	19,000
Stone (crushed)	1,600	4,300
Combined value of cement, garnet (abrasive), gem stones, and stone (dimension)		22,755
Total 1986 (preliminary)		46,149

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bangor — 1e, 3g
Lewiston — 2e, 4g
Portland — 2e, 4g

1. Bangor Hydro-Electric Co.
   33 State St., Bangor 04401
2. Central Maine Power Co.
   Edison Drive, Augusta 04336
3. Maine Utility Gas Co.
   34 Central St., Bangor 04401
4. Northern Utilities, Inc.
   1075 Forest Ave., Portland 04104

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lewiston	21	70	7351	390
Portland	22	68	7501	254

DEVELOPMENT COUNSELORS:

State Development Agency

Sewall, Nancy C., Bus. Dev. Dir.
Dept. of Econ. & Comm. Dev.
State House Station 59
Augusta, 04333
207/289-2656

Areas & Others

Augusta
Jordan, M. Peter, Dir.
Dept. of Econ. Dev.
One City Center Plz., 04330
207/626-2336
Wagner, Richard F., Jr., C.I.D.
Bus. & Comm. Svcs. Dir.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521

Scarborough
Johnson, Roger R., Pres.
Scarborough Econ. Dev. Corp.
P.O. Box 550, 04074
207/883-4893

Waterville
Kelso, Richard L., C.I.D., Pres.
Mid-State Econ. Dev. Corp.
P.O. Box 257, 04901
207/872-5598

MASSACHUSETTS

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Revenue bonds & industrial mortgage guarantees
- Bonds for pollution control equip.
- Aid for job training
- Technical assistance & start-up capital for small technology-based businesses and mature industries

Tax rates:

Corporate income tax	9.5% on net
Personal income tax	5.375% on earned income, or 10.75% on unearned (stock dividends, etc.)
Personal property tax	varies locally
Sales tax	5%
Franchise tax	$2.60/M on tangibles or net worth. $228.00 min.
Inventory tax	$2.60/M
Gasoline tax	10% on whole state, with min of $.11/gal.

Advanced education facilities:

Four-year colleges & universities	84
Two-year or junior colleges	35
Vocational & business schools	169

Medical facilities:

Hospitals	177
Medical clinics	164
Mental health clinics	280
Outpatient clinics	147

Labor analysis:

Civilian labor force	3,143,200 (7/86)
High school graduates	65,885 (1984)

For additional labor market information, contact Employ. Security Div., Charles F. Hurley Employ. Security Bldg., Government Ctr., Boston, MA 02114, 617/727-7412.

Environment controls:

Air & water pollution: Mass. Dept of Environ. Quality Engineering, Div. of Pollution Control, 110 Tremont St., Boston, MA 02202, 617/727-3855

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MASSACHUSETTS	5,737.0	5,876.0
Agawam	26.3	NA
Amherst	33.2	NA
Andover	26.4	NA
Arlington	48.2	45.4
Attleboro	34.2	34.8
Barnstable	30.9	NA
Belmont	26.1	NA
Beverly	37.7	NA
Billerica	36.7	NA
Boston	563.0	572.5
Braintree	36.3	NA
Brockton	95.2	96.7
Brookline	55.1	53.4
Cambridge	95.3	92.3
Chelmsford	31.2	NA
Chelsea	25.4	NA
Chicopee	55.1	56.9
Dedham	25.3	NA
Everett	37.2	NA
Fall River	92.6	93.5
Fitchburg	39.6	40.3
Framingham	65.1	64.9
Gloucester	27.8	28.4
Haverhill	46.9	48.1
Holyoke	44.7	43.2
Lawrence	63.2	65.4
Leominster	34.5	35.2
Lexington	29.5	NA

Lowell	92.4	93.6
Lynn	78.5	80.4
Malden	53.4	53.7
Marlboro	30.6	NA
Medford	58.1	57.3
Melrose	30.1	NA
Methuen	36.7	NA
Milton	25.9	NA
Natick	29.5	NA
Needham	27.9	NA
New Bedford	98.5	99.0
Newton	83.6	82.3
Northampton	29.3	29.9
Norwood	29.7	NA
Peabody	46.0	46.5
Pittsfield	52.0	50.4
Plymouth	35.9	NA
Quincy	84.7	83.8
Revere	42.4	43.4
Salem	38.2	38.9
Somerville	77.4	75.8
Springfield	152.3	151.0
Stoughton	26.7	NA
Taunton	45.0	46.8
Waltham	58.2	57.7
Watertown	34.4	NA
Wellesley	27.2	NA
West Springfield	27.0	NA
Westfield	36.5	37.0
Weymouth	55.6	54.5
Woburn	36.6	NA
Worcester	161.8	162.1

New England County Metropolitan Areas (NECMAs)

	Census 1980 Thousands	Estimate 1987 Thousands
Boston-Lawrence-Salem-Lowell-Brockton	3,662.7	3,724.2
New Bedford-Fall River-Attleboro	474.7	493.3
Pittsfield	145.1	142.8
Springfield	581.8	589.8
Worcester-Fitchburg-Leominster	646.4	664.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS	604.8	41.1	10.02
Boston	289.6	41.0	10.85
Brockton	11.1	NA	NA
Fall River	16.4	NA	NA
Lawrence-Haverhill	50.7	NA	NA
Lowell	36.8	NA	NA
New Bedford	20.5	NA	NA
Springfield-Chicopee-Holyoke	53.3	42.0	9.37
Worcester	45.7	40.5	9.80

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Boston 8/86	Worcester 4/86
Office, professsional, & technical		
Payroll clerks	$ 8.56	7.85
Accounting clerks	7.83	7.71
File clerks	6.04	5.08
Typists	6.92	NA
Key entry operators	7.29	6.64
Secretaries	10.00	9.01
Stenographers	8.92	NA
Switchbd operators/ receptionists	7.17	6.59
Word processors	8.68	7.04
Drafters	12.15	10.83
Electronic technicians	11.19	10.78
Computer operators	9.47	8.91
Computer programmers	13.11	12.35
Computer systems analysts	16.96	15.62
Maintenance & powerplant		
Carpenters	12.27	11.03
Electricians	13.78	11.84
Engineers, stationary	13.94	11.70
Machinists	12.52	11.52
Mechanics (machinery)	11.78	10.90
Tool & die makers	13.70	11.80
Custodial & material movement		
Guards	6.06	5.59
Janitors, porters, & cleaners	6.23	5.90
Laborers, mat'l handling	7.79	6.68
Shippers & receivers	8.77	7.81
Truckdrivers	12.01	10.96
Forklift operators	10.33	9.43

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	108.8	NA	NA
MANUFACTURING	661.1	40.7	9.0
DURABLE GOODS	447.0	41.5	9.45
Lumber & furniture-SIC 24	12.3	38.3	6.84
Stone, clay, & glass prods.-SIC 32	11.5	40.3	10.91
Primary metal industries-SIC 33	15.8	42.6	8.56
Fabricated metal products-SIC 34	47.5	41.2	9.37
Machinery, except electrical-SIC 35	112.6	42.4	9.89
Electrical & electronic equip.-SIC 36	128.6	42.2	9.00
Transportation equipment-SIC 37	40.8	40.2	11.38
Instruments & related prods.-SIC 38	58.0	40.6	9.55
Misc. mfg. industries-SIC 39	19.9	41.0	8.01

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MASSACHUSETTS	3,097.1	84.2	2.7
Boston	1,536.0	37.8	2.3
Brockton	98.4	3.0	3.1
Fall River	78.3	3.0	4.2
Fitchburg-Leominster	45.8	1.7	3.5
Lawrence-Haverhill	183.3	7.1	4.1
Lowell	148.5	4.4	3.1
New Bedford	83.5	3.1	3.7
Pittsfield	41.8	1.4	3.3
Springfield	252.9	6.7	2.7
Worcester	212.6	5.3	2.5

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	138	692
Lime	106	7,284
Sand & gravel (construction)	18,200	52,300
Stone:		
Crushed	9,800	47,100
Dimension	79	14,928
Combined value of gem stones, peat, and sand and gravel (industrial)		738
Total 1986 (preliminary)		123,042

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Amherst	23	71	6612	500
Boston	30	74	5593	699
Fitchburg	24	72	6619	523
Framingham	26	73	6205	613
Haverhill	26	74	6024	667
Lawrence	26	73	6232	563
New Bedford	32	73	5305	721
Springfield	27	74	5953	699
Taunton	27	71	6276	455
Worcester	23	70	6950	359

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (B) = Boston.

Agawam (Chicopee)
Amherst 3 (Chicopee)
Andover 2 (Manchester, NH; B)
Arlington 2 (B)
Attleboro 4 (Providence, RI)
Barnstable 4 (Hyannis; B)
Belmont 2 (B)
Beverly 2 (B)
Billerica 2 (B)
Boston 2, 4, 5, 7-26, 28-46
Braintree 1 (B)
Brockton 4 (B)
Brookline (B)
Cambridge 2, 28
Chelmsford (B)
Chelsea 2, 4 (B)
Chicopee 2, 27
Dedham 4 (B)

MASSACHUSETTS

Everett 2, 4 (B)
Fall River 4 (New Bedford)
Fitchburg 2, 4 (Worcester)
Framingham 4 (B)
Gloucester 2 (B)
Haverhill 2 (Manchester, NH; B)
Holyoke 2 (Hartford, CT)
Lawrence 2 (Manchester, NH; B)
Leominster 4 (Worcester)
Lexington 2 (B)
Lowell 2 (B)
Lynn 2 (B)
Malden 2 (B)
Marlboro 4 (Worcester)
Medford 2 (B)
Melrose 2 (B)
Methuen 2 (B)
Milton (B)
Natick 4 (B)
Needham 1 (B)
New Bedford 4, 19
Newton 4 (B)
Northampton 2, 4 (Chicopee)
Norwood 4 (B)
Peabody 2 (B)
Pittsfield 2, 4 (Albany, NY)
Plymouth (B)
Quincy (B)
Randolph (B)
Revere 2 (B)
Salem 2 (B)
Somerville 2 (B)
Springfield 2, 4 (Hartford, CT)
Stoughton 4 (B)
Taunton 4 (New Bedford)
Wakefield 2 (B)
Waltham 2 (B)
Watertown 2 (B)
Wellesley 4 (B)
West Springfield 4 (Chicopee)
Westfield 4 (Hartford, CT)
Weymouth (B)
Woburn (B)
Worcester 2, 4, 6, 18, 23

Railroads

1. Bay Colony R.R. Corp.
2. Boston & Maine
3. Central Vermont Railway
4. Conrail
5. Illinois Central Gulf Railroad
6. Providence & Worcester R.R. Co.

Airlines

7. Aer Lingus
8. Air Canada
9. Air Canada-Air Nova Inc.
10. Air France
11. Allegheny Commuter
12. American
13. American Eagle
14. British Airways
15. BWIA International
16. Canadian Airlines Intl. Commuter-Air Atlantic
17. Catskill Airways
18. Continental
19. Continental Express-PBA-Provincetown-Boston
20. Delta
21. Delta Connection-Business Express
22. Eastern
23. Eastern Express Bar-Harbor
24. Eastern Express-Precision
25. El Al
26. First Air
27. Gulfstream
28. Hub Express, Inc.
29. Icelandair
30. Lufthansa
31. Midway Airlines, Inc.
32. Midwest Express
33. Northwest
34. Pan American
35. Pan Am Express
36. Piedmont
37. Piedmont Commuter-Brockway Air
38. Piedmont Regional-Henson
39. Sabena
40. Swissair
41. TACV-Cabo Verde Airlines
42. TAP Air Portugal
43. TWA
44. United
45. USAir
46. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Agawam — 25e, 1g
Amherst — 25e, 3g
Andover — 19e, 1g
Arlington — 4e, 5g
Attleboro — 19e, 1g
Barnstable — 11e, 9g, 10g
Belmont — 2e, 5g, 12g
Beverly — 19e, 5g
Billerica — 19e, 9g
Boston — 4e, 5g
Braintree — 6e, 5g
Brockton — 14e, 1g
Brookline — 4e, 5g
Cambridge — 7e, 12g
Chelmsford — 19e, 9g
Chelsea — 4e, 5g
Chicopee — 8e, 1g
Danvers — 13e, 5g
Dedham — 4e, 12g
Everett — 19e, 5g
Fall River — 14e, 16g
Fitchburg — 17eg
Framingham — 4e, 5g, 12g
Gloucester — 19e, 5g
Haverhill — 19e, 15g
Holyoke — 18eg
Lawrence — 19e, 1g
Leominster — 19e, 5g
Lexington — 4e, 5g
Lowell — 19e, 9g
Lynn — 19e, 5g
Malden — 19e, 5g
Marlborough — 19e, 12g
Medford — 19e, 5g
Melrose — 19e, 5g
Methuen — 19e, 1g
Milton — 4e, 5g
Natick — 4e, 5g, 12g
Needham — 4e, 5g, 12g
New Bedford — 11e, 12g
Newton — 4e, 5g
Northampton — 19e, 1g
Norwood — 20e, 5g
Peabody — 21e, 5g
Pittsfield — 25e, 3g
Plymouth — 11e, 12g
Quincy — 19e, 5g
Randolph — 19e, 1g
Revere — 19e, 5g
Salem — 19e, 5g
Somerville — 4e, 5g, 12g
Springfield — 25e, 1g
Stoughton — 14e, 1g
Taunton — 22e, 1g
Wakefield — 23eg, 5g
Waltham — 4e, 5g
Watertown — 4e, 5g
Wellesley — 24e, 5g
West Springfield — 25e, 1g
Westfield — 26eg
Weymouth — 19e, 5g
Woburn — 4e, 5g
Worcester — 19e, 12g

1. Bay State Gas Co.
   120 Royall St., Canton 02021
2. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
3. Berkshire Gas Co.
   115 Cheshire Rd., Pittsfield 01201
4. Boston Edison Co.
   800 Boylston St., Boston 02199
5. Boston Gas Co.
   One Beacon St., Boston 02108
6. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
7. Cambridge Elec. Light Co.
   46 Blackstone St., Cambridge 02139
8. Chicopee Elec. Light Dept., 725
   Front St., Chicopee 01020
9. Colonial Gas Co.
   40 Market St., Lowell 01853
10. Colonial Gas Co., Cape Cod Div.
    127 White's Path, S. Yarmouth 02664
11. Commonwealth Electric Co.
    2421 Cranberry Hwy., Wareham 02571
12. Commonwealth Gas Co.
    675 Massachusetts Ave., Cambridge 02139
13. Danvers Elec. Division
    2 Burroughs St., Danvers 01923
14. Eastern Edison Co.
    110 Mulberry St., Box 471, Brockton 02403
15. Essex County Gas Co.
    7 N. Hunt Rd., Box 500, Amesbury 01913
16. Fall River Gas Co.
    155 N. Main St., Fall River 02722
17. Fitchburg Gas & Elec. Light Co.
    285 John Fitch Hwy., Box 2070, Fitchburg 01420
18. Holyoke Gas & Elec. Dept.
    70 Suffolk St., Holyoke 01040
19. Massachusetts Elec. Co.
    25 Research Dr., Westborough 01582
20. Norwood Mun. Light Dept.
    206 Central St., Norwood 02062
21. Peabody Mun. Light Plant
    70 Endicott St., Peabody 01960
22. Taunton Mun. Light Plant
    55 Weir St., Box 870, Taunton 02780
23. Wakefield Mun. Light Dept.
    9 Albion St., Wakefield 01880
24. Wellesley Dept. of Public Works
    455 Worcester, Box 364, Wellesley Hills 02181
25. Western Mass. Elec. Co.
    174 Brush Hill Ave., W. Springfield 01090-0010
26. Westfield Gas & Elec. Lt. Dept.
    100 Elm, Box 990, Westfield 01086

DEVELOPMENT COUNSELORS:

State Development Agency

Sugrue, William
Dir., S.I.T.E. Program
Commonwealth of Massachusetts
100 Cambridge St., Boston, 02202
617/727-3215

Areas & Others

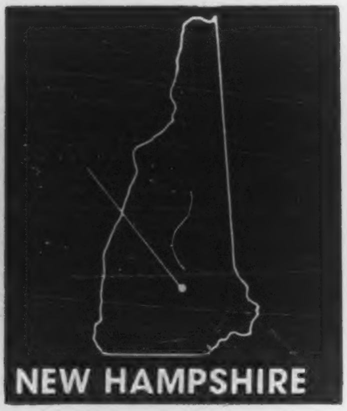
Cambridge
Foden, Harry G., C.I.D., V.P.
Arthur D. Little, Inc.
32 Acorn Pk., 02140
617/864-5770 Ext. 3141

Fitchburg
Lanava, Michael A., Exec. Dir.
Fitchburg Ind. Dev. Cmsn.
718 Main St., City Hall, 01420
617/345-9602

New Bedford
Bourgeois, David M., Exec. Dir.
Econ. Dev. Corp. of New Bedford
133 William St., Rm. 221
City Hall, 02740
617/997-6501

Pittsfield
Maynard, David A., Cmsr.
Pittsfield Office of Community & Econ. Dev.
70 Allen St., 01201
413/499-9368

Taunton
McAloon, William A., Exec. Dir.
Taunton Ind. Dev. Cmsn.
14 Merchants Ln., 02780
617/824-5856



STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings
- Aid for job training
- Bonds for machinery & equipment
- Mortgage guarantees

Tax rates:

Corporate income tax 8%
as of 7/1/87 per current legislation
Personal income tax ....none
Sales tax ....none
Incorporation tax ....$60 min.
additional fee based on amount of authorized tax
Franchise tax ....equals
amount of original incorporation fee. $25 document filing fee effective
Gasoline tax ....$.14/gal.

Advanced education facilities:

Four-year colleges & universities 21
Two-year or junior colleges.................7
Vocational & technical schools 10

Medical facilities:

Hospitals 27
Outpatient clinics (OC) 53
Day habilitation 19
Adult medical day care 5
Birthing center 1
Kidney dialysis 2

Labor analysis:

Civilian labor force....................597,860
High school graduates 11,483 (6/84)
Mfg. workers in unions..... 15.8% (est.)

For additional labor market information, contact Dept. of Employ. Security, 32 S. Main St., Concord, NH 03301, 603/228-4123

Environment controls:

New Hampshire Dept. of Environmental Services, Alden H. Howard, Commissioner, P.O. Box 95, Concord, NH 03301, 603/271-3503

Air pollution: Dennis R. Lunderville, Dir., Air Resources Division, Hazen Dr., Concord, NH 03301, 603/271-4582

Water pollution: William A. Healy, Exec. Dir., Water Supply & Pollution Control Division, P.O. Box 95, Hazen Dr., Concord, NH 03301, 603/271-3503

Hazardous waste: John Minichiello, Chief, Hazardous Waste Mgt. Division, Hazen Dr., Concord, NH 03301, 603/271-4524

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
NEW HAMPSHIRE	920.6	1,025.1
Concord	30.4	NA
Manchester	90.9	100.7
Nashua	67.9	77.1
Portsmouth	26.3	29.8

New England County Metropolitan Areas (NECMAs)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
Manchester-Nashua	275.0	314.4
Portsmouth-Dover-Rochester	275.7	315.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE	120.4	41.2	9.47
Nashua	36.9	42.2	11.92

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW HAMPSHIRE	597.9	12.4	2.1
Nashua	98.0	2.4	2.3
Portsmouth-Dover-Rochester	134.5	2.4	1.6

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	31.3	NA	NA
MANUFACTURING	123.1	40.7	8.39
DURABLE GOODS	84.2	40.9	8.65
Lumber & wood prods.-SIC 24	5.7	39.0	6.59
Furniture & fixtures-SIC 25	1.6	39.7	7.02
Stone, clay, & glass prods.-SIC 32	3.0	42.0	8.03
Primary metal industries-SIC 33	4.3	41.7	8.96
Fabricated metal products-SIC 34	7.2	40.2	8.00
Machinery, except electrical-SIC 35	25.8	43.5	8.92
Electrical & electronic equip.-SIC 36	25.6	39.3	9.40
Misc. mfg. industries-SIC 39	2.2	39.6	6.68

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Concord	20	70	7482	353
Nashua	23	70	7081	351

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	5,700	16,500
Stone:		
Crushed	1,700	6,100
Dimension	82	6,451
Combined value of other nonmetals		43
Total 1986 (preliminary)		29,094

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Concord — 1e, 2g
Manchester — 6e, 4g
Nashua — 6e, 3g
Portsmouth — 6e, 5g

1. Concord Electric Co.
   1 McGuire St., Box 1338, Concord 03301-1338
2. Concord Natural Gas Corp.
   66 N. Main St., Concord 03301
3. Gas Service, Inc.
   1260 Elm St., P.O. Box 329, Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., P.O. Box 329, Manchester 03105
5. Northern Utilities, Inc.
   1075 Forest Ave., Portland, ME 04104
6. Public Service Co. of NH
   1000 Elm St., P.O. Box 330
   Manchester 03105

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Manchester.

Concord 1 (M)
Manchester 1-6
Nashua 1 (M)
Portsmouth 1 (M)

Railroads

1. Boston & Maine Corp.

Airlines

2. Business Express
3. Delta Connection-Business Express
4. Eastern Express-Precision
5. United
6. USAir

DEVELOPMENT COUNSELORS:

State Development Agency

John Burns, Director
State of New Hampshire
Dept. of Resources & Econ. Dev.
105 Loudon Rd., 03301
603/271-2591

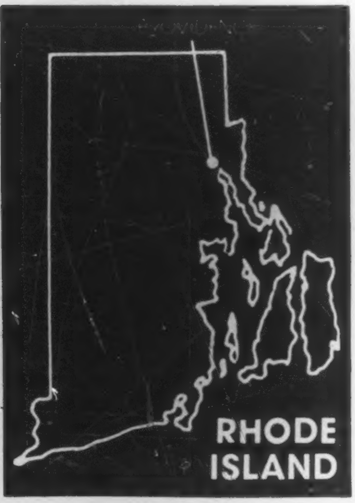
Areas & Others

Concord

Lurvey, Kenneth G., Econ. Dev. Dir.
City of Concord Econ. Dev. Dept.
Concord, 03301
603/225-8595

Manchester

Taylor, Jay E., V.P.
Gtr. Manchester Dev. Corp.
889 Elm St., 03101
603/624-6505



STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings & equipment
- Low-cost financing for fixed-asset & working capital loans
- Tax-exempt & insured industrial revenue bonds
- SBA financing

Tax rates:

Corporate income tax	8% of net
Personal income tax	22.21% of federal
Personal property tax	varies locally
Sales tax	6%
Franchise & incorp. tax	$2.50/10M
Gasoline tax	11% of wholesale price or $.13/gal., whichever higher

Advanced education facilities:

Four-year colleges & universities	10
Two-year or junior colleges	1
Vocational & business schools	12

Medical facilities:

Hospitals	20
Clinics	NA

Labor analysis

Civilian labor force	510,000
High school graduates	12,000
Mfg. workers in unions	11%

For additional labor market information, contact Dept. of Employ. Security, 24 Mason St., Providence, RI 02903

Environment controls:

Air & Water Pollution: Dept. of Environ. Mgt., 83 Park St., Providence, RI 02908, 401/277-2234

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
RHODE ISLAND	947.2	980.5
Coventry	27.1	NA
Cranston	72.0	73.2
Cumberland	27.1	NA
East Providence	51.0	52.1
Newport	29.3	NA
North Providence	29.2	NA
Pawtucket	71.2	73.4
Providence	156.8	156.0
Warwick	87.1	89.7
West Warwick	27.0	NA
Woonsocket	45.9	45.4

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1987
	Thousands	
Providence-Pawtucket-Woonsocket	865.7	894.9

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Providence	28	73	5908	574

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND	121.3	40.0	8.32
Pawtucket-Woonsocket-Attleboro	56.4	40.2	7.84
Providence	75.6	40.1	8.25

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Providence Warwick Pawtucket, RI/MA 6/86
Office, professional, & technical	
Payroll clerks	$ 7.06
Accounting clerks	6.87
File clerks	5.25
Typists	5.62
Key entry operators	6.24
Secretaries	8.32
Stenographers	6.68
Switchbd opr-recept's	5.95
Word processors	7.08
Drafters	9.83
Electronics technicians	10.85
Computer operator	8.04
Computer programmers	11.22
Computer systems analysts	15.37
Maintenance & powerplant	
Carpenters	9.49
Electricians	11.20
Engineers, stationary	NA
Machinists	10.13
Mechanics (machinery)	10.65
Tool & die makers	12.12
Custodial & material movement	
Guards	4.53
Janitors, porters, & cleaners	4.91
Laborers, mat'l handling	6.60
Shippers & receivers	7.83
Truckdrivers	10.98
Forklift operators	7.73

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	14.9	NA	NA
MANUFACTURING	119.5	40.2	7.59
DURABLE GOODS	81.8	40.1	7.62
Lumber & furniture-SIC 24	2.8	NA	NA
Stone, clay, & glass prods.-SIC 32	1.7	40.9	9.29
Primary metal industries-SIC 33	5.9	42.5	8.83
Fabricated metal products-SIC 34	9.6	40.3	6.82
Machinery, except electrical-SIC 35	5.6	43.8	9.49
Electrical & electronic equip.-SIC 36	12.0	38.7	7.37
Transportation equipment-SIC 37	9.8	41.0	10.25
Instruments & related prods.-SIC 38	5.6	41.8	7.31

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
RHODE ISLAND	524.7	15.5	2.9
Pawtucket-Woonsocket-Attleboro	169.4	5.7	3.4
Providence	341.0	9.8	2.9

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	NA	6,200
Stone (crushed)	NA	5,800
Other, including gem stones, sand and gravel (industrial), and stone (dimension)		521
Total 1986 (preliminary)		12,521

* thousand short tons

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (P) = Providence

Coventry (P)
Cranston 2 (P)
Cumberland 2 (P)
East Providence 2 (P)
Newport 2 (P)
North Providence (P)
Pawtucket 1, 2 (P)
Providence 1-16
Warwick (P)
West Warwick 2 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester R.R. Co.

Airlines

3. American
4. American Eagle
5. Business Express
6. Continental
7. Delta Connection-Business Express
8. Eastern
9. Holiday Airlines
10. Northwest
11. Pan Am Express
12. Piedmont
13. Piedmont Commuter-Brockaway Air
14. United
15. United Express-Air Wisconsin
16. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Coventry — 2e, 4g
Cranston — 2e, 4g
Cumberland — 1e, 5g
East Providence — 2e, 4g
Newport — 3e, 4g
North Providence — 2e, 4g, 5g
Pawtucket — 1e, 4g, 5g
Providence — 2e, 4g
Warwick — 2e, 4g
West Warwick — 2e, 4g
Woonsocket — 1e, 5g

1. Blackstone Valley Electric Co.
   Washington Hwy., Box 1111, Lincoln 02865
2. Narragansett Electric Co.
   280 Melrose St., Providence 02901
3. Newport Electric Corp.
   Box 4128
   Middletown 02840-0011
4. Providence Gas Co.
   100 Weybosset St., Providence 02903
5. Valley Resources Inc.
   1595 Mendon Rd., Cumberland 02864

Water Resources

RI Water Resources Board
265 Melrose St.
Providence, 02907
401/277-2217

DEVELOPMENT COUNSELORS:

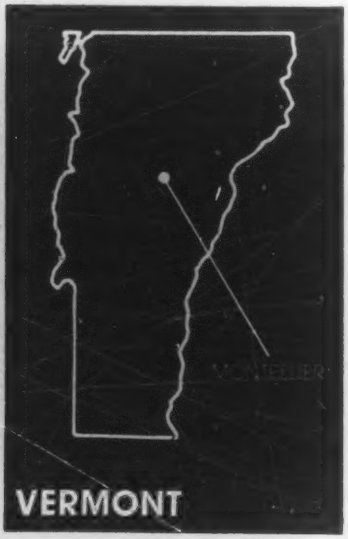
State Development Agency

Fazzano, Louis A, Dir.
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence, 02903
401/277-2601

Areas & Others

Pawtucket

Adams, Norman J., C.I.D., Pres. & CEO
North American Inds., Inc.
P.O. Box 348, 02862
401/725-6788



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:

Corporate income tax	6-9%
Personal income tax	26% of federal
Sales tax	4%
Franchise & incorp. tax	graduated
Inventory tax	varies locally
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	5
Vocational & business schools	16

Medical facilities:

Hospitals	16
Clinics	12

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Burlington	17	70	7953	379

Labor analysis:

Civilian labor force	293,000
High school graduates	7,200

For additional labor market information, contact Dept. of Employ. and Training, P.O. Box 488, Green Mountain Dr., Montpelier, VT 05602, 802/229-0311

Environment Controls:

Air Pollution: Air Pollution Control, Environ. Engineering Div., Agency of Environ. Conservation, 103 South Main St., Waterbury, VT 05676

Water Pollution: Water Quality Div., Water Resources Dept., (same address as above)

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987 —Thousands—
VERMONT	511.5	544.0
Burlington	37.7	38.2

New England County Metropolitan Areas (NECMAs)

	Census 1980 —Thousands—	Estimate 1987 —Thousands—
Burlington	120.1	129.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT		
49.7	40.5	9.28
Barre-Montpelier		
4.6	*NA*	*NA*
Burlington		
17.0	41.2	10.15

*preliminary figures for production workers

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
14.4	NA	NA
MANUFACTURING		
49.5	40.7	8.41
DURABLE GOODS		
35.3	41.4	8.61
Lumber & wood prods.-SIC 24		
3.7	38.2	6.52
Furniture & fixtures-SIC 25		
2.0	42.5	7.01
Stone, clay, & glass prods.-SIC 32		
2.3	44.5	8.52
Fabricated metal products-SIC 34		
3.7	41.9	10.19
Machinery, except electrical-SIC 35		
4.5	43.1	8.52
Electrical & electronic equip.-SIC 36		
13.3	41.2	9.28

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
VERMONT		
301.7	10.6	3.5
Burlington		
76.7	2.1	2.7

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Burlington 1-10

Railroads

1. Central Vermont Railway
2. Vermont Railway

Airlines

3. Brockway Air
4. Continental
5. Delta Connection-Business Express
6. Eastern Express-Bar Harbor
7. Piedmont
8. Piedmont Commuter-Brockway Air
9. United
10. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	4,300	9,700
Stone:		
Crushed	1,600	7,600
Dimension	105	27,075
Combined value of asbestos, gem stones, and talc and pyrophyllite		9,067
Total 1986 (preliminary)		53,442

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Burlington — 1e, 2g

1. Burlington Electric Dept.
   585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.
   P.O. Box 467, Burlington 05402

Utilities serving cities under 25,000:

Vermont Elec. G & T Co-op, Inc.
Charles Farrington, Acting Mgr.
R.D. #2, Box 59, Johnson 05656
802/635-2331

Washington Elec. G & T Co-op, Inc.
Robert O. Toombs, Gen. Mgr.
P.O. Box 8, Montpelier 05651
802/223-5245

DEVELOPMENT COUNSELORS:

State Development Agency

Newhall, Frederick M., CID
Ind. Expansion Coordinator
Agency of Dev. & Comm. Affairs
109 State St.
Pavillion Office Bldg.
Montpelier, 05602
802/828-3221

Areas & Others

Burlington

Behney, C. Harry, Exec. Dir.
Gtr. Burlington Ind. Corp.
P.O. Box 786, 05402
802/862-5726

Rutland

Bienvenue, Paul A., Exec. Dir.
Southern Vt. Dev. Council, Inc.
P.O. Box 783, 05701
802/773-4333

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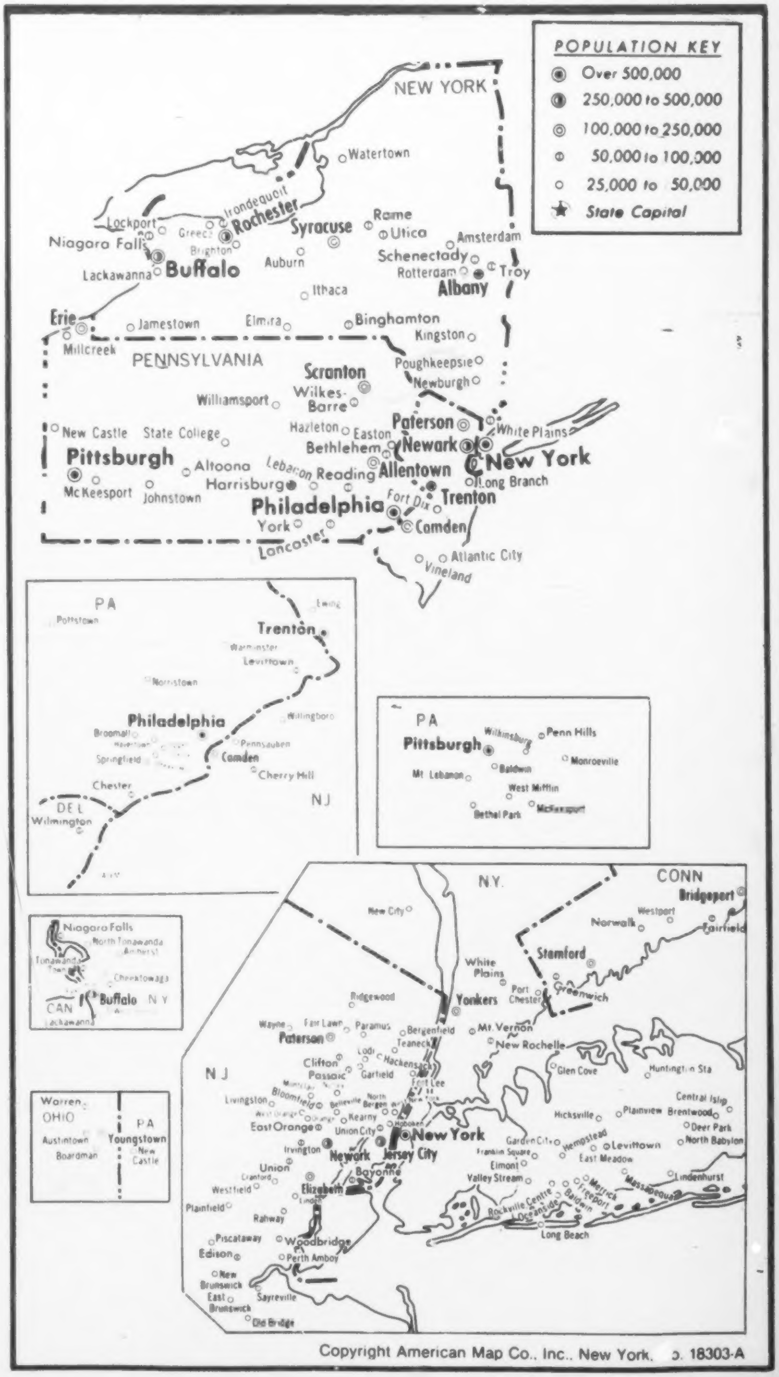
Regional Review


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
★ State Capital
NEW YORK
PENNSYLVANIA
Buffalo
Rochester
Syracuse
Albany
Pittsburgh
Philadelphia
Scranton
Paterson
Newark
New York
Trenton
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Following are summaries of some of the events affecting site location in each of the Middle Atlantic states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

New Jersey. Two taxes were eliminated in 1987 to encourage business development in New Jersey. The corporate net worth tax was one, the elimination of which should save New Jersey business $150 million annually. The other tax eliminated was the transfer-inheritance tax on spouses, which should save $65 million a year for farmers, small businesses, and the elderly.

New Jersey had the ninth-largest rate of job growth from 1980 to 1986 (17.2%), the third-highest income per capita ($17,211), and the fourth-lowest unemployment rate (3.9%), all in a state with the ninth-largest population (7.62 million).

In education, New Jersey spent $5,395 per student in 1986—this was the third-highest amount spent in the U.S.—and 77.6% of the students eligible graduated. State aid to cities and school districts amounted to $4.8 billion in 1987.

New development in the state last year included the signing of an agreement between the city of Newark and the Port Authority of New York and New Jersey to build the Newark South Ward Industrial Park. The park will involve 500,000 sq. ft. when completed and will create 500 to 600 jobs.

New York. According to a state development agency spokesman, the enactment of tax reduction and reform legislation, together with a strengthened commitment to economic development by the state government, had a positive impact on the state's business climate in 1987.

Specifically, the Omnibus Economic Development Act of 1987 was enacted, which paves the way for a number of changes. One of these changes involves the Urban Development Corporation, which is now allowed to undertake industrial-effectiveness and small and medium-sized business-assistance projects, and to establish a regional revolving-loan trust fund.

In addition, changes were made to the Economic Development Law; the changes involve appropriations for an industrial effectiveness program, an economic development skills training program, an entrepreneurial-assistance program, and an industrial infrastructure development program.

Major new or expanding plants in 1987 in the state included 1,400 new jobs created in Somers by Pepsico Inc., and in Brooklyn, Mademoiselle Knitwear, Inc. created 380 new jobs. C.B. Sports brought 280 new jobs to Glens Falls, and Quad/Graphics Inc. increased employment in Niagara Falls by 271.

Pennsylvania. In January 1987, Governor Robert P. Casey established a 45-member board to improve economic competitiveness, retain existing industries and jobs, and create new employment opportunities. The effort, called the Pennsylvania Economic Development Partnership, helped Cannondale Corp. find a site for its bicycle in Philipsburg, which increased employment in that town by 150. In addition, the Partnership persuaded the Kellogg Company to reopen a closed Frito-Lay plant in Muncy, giving jobs to 125 people, and it worked with Sharon Steel to keep its Farrell plant open in the face of bankruptcy proceedings, retaining 2,200 jobs held by steel workers.

A veteran program—the Ben Franklin Partnership, which was developed to bring business and academic researchers together through matching grants—has successfully brought new business to the state in the last few years. One success story is Polymer Dynamics, Inc., a shock-absorbent sports-equipment company, which began product development with assistance from Lehigh University professors. The Partnership brought Lehigh and Polymer Dynamics together at the start; today, the company employs 94 people and has sales of nearly $4 million.

The state spends approximately one-half of its annual budget on education and had the 14th-highest high-school graduation rate in the nation in 1986 with 78.5%. ☐

TRENTON
NEW JERSEY

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing
- Energy conservation improvements

Tax rates:

Corporate income tax	9%
Personal income tax	2%-3.5%
Sales tax	6%
repealed sales tax on production machinery & equipment	
Incorporation filing fee	min. $75
Franchise tax	none
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	32
Two-year or junior colleges	19
Vocational & business schools	159

Medical facilities:

General hospitals	102
Special hospitals	22

Labor analysis:

Civilian labor force	3,965,000 (10/87)
Resident employment	3,812,000 (10/87)
High school graduates	78,781 (6/86)

For additional labor market information, contact Dept. of Labor, Div. of Planning & Research, CN 056, Trenton, NJ 08625 609/292-2643

Environment Controls:

Air pollution: Division of Environmental Quality, CN 027, Trenton, NJ 08625, 609/292-6704

Water pollution: State Dept. of Environ. Protection, Div. of Water Resources, Water Quality Management Element, CN 027, Trenton, NJ 08625, 609/292-1637

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
NEW JERSEY	7,364.2	7,687.3
Atlantic City	40.2	38.0
Bayonne	65.0	63.9
Belleville	35.4	NA
Bergenfield	25.6	NA
Bloomfield Twp.	47.8	47.6
Brick Twp.	53.6	63.4
Bridgewater Twp.	29.2	NA
Camden	84.9	83.2
Cherry Hill Twp.	68.8	70.2
Clifton	74.4	76.6
Dover Twp.	64.5	75.0
East Brunswick Twp.	37.7	NA
East Orange Twp.	77.0	78.4
Edison Twp.	70.2	78.0
Elizabeth	106.2	107.4
Ewing Twp.	34.8	NA
Fair Lawn	32.2	NA
Fort Lee	32.4	NA
Franklin	31.4	NA
Garfield	26.8	NA
Gloucester Twp.	45.2	49.4
Hackensack	36.0	NA
Hamilton Twp.	82.8	86.1
Hoboken	42.5	41.7
Howell Twp.	25.1	NA
Irvington Twp.	61.5	62.8
Jackson Twp.	25.6	NA
Jersey City	223.5	220.6
Kearny	35.7	NA
Lakewood Twp.	38.5	NA
Linden	37.8	NA
Livingston Twp.	28.0	NA
Long Branch	29.8	NA
Manchester Twp.	28.0	NA
Middletown Twp.	62.6	70.5
Millville	NA	26.2
Montclair	38.3	NA
Neptune Twp.	28.4	NA
New Brunswick	41.4	42.2
Newark	329.2	320.9
North Bergen Twp.	47.0	47.9
Nutley	29.0	NA
Old Bridge Twp.	51.5	55.3
Orange	31.1	NA
Paramus	26.5	NA
Parsippany-Troy Hills Twp.	49.9	51.1
Passaic	52.5	54.9
Paterson	138.0	136.4
Pemberton Twp.	29.7	NA
Pennsauken Twp.	33.8	NA
Perth Amboy	39.0	38.8
Piscataway Twp.	42.2	43.4
Plainfield	45.6	46.8
Rahway	26.7	NA
Ridgewood	25.2	NA
Sayreville	30.0	NA
Teaneck Twp.	39.0	NA
Trenton	92.1	93.5
Union City	55.6	56.9
Union Twp.	50.2	50.6
Vineland	53.8	55.1
Washington Twp. (Gloucester Cty.)	27.9	NA
Wayne Twp.	46.5	48.7
West New York	39.2	NA
West Orange	39.5	NA
Westfield	30.4	NA
Willingboro Twp.	39.9	NA
Woodbridge Twp.	90.1	95.1

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1987 Thousands
Allentown-Bethlehem, PA/NJ	636.7	660.7
Atlantic City	276.4	307.4
*Bergen-Passaic	1,293.0	1,302.9
*Jersey City	557.0	556.2
*Middlesex-Somerset-Hunterdon	886.0	945.7
*Monmouth-Ocean	849.0	957.2
*Newark	1,879.0	1,899.3
*Philadelphia, PA/NJ	4,716.8	4,827.4
*Trenton	307.9	319.8
*Vineland-Millville-Bridgeton	132.9	138.7
*Wilmington, DE/NJ/MD	524.1	548.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY	681.7	41.2	10.56
Bergen-Passaic	158.8	NA	NA
Camden	73.1	NA	NA
Jersey City	53.2	NA	NA
Middlesex-Somerset-Hunterdon	115.2	NA	NA
Newark	185.4	NA	NA
Trenton	32.1	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW JERSEY	3,951.9	152.5	3.6
Atlantic City	177.1	8.4	5.8
Bergen-Passaic	709.3	23.9	3.2
Jersey City	271.7	16.3	5.8
Middlesex-Somerset-Hunterdon	544.2	15.7	2.6
Monmouth-Ocean	462.5	14.6	3.0
Newark	964.8	41.5	4.0
Trenton	173.1	5.6	2.9
Vineland-Millville-Bridgeton	57.7	3.7	6.4

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	140.1	NA	NA
MANUFACTURING	719.1	40.8	9.86
DURABLE GOODS	341.8	41.6	9.87
Lumber & wood prods.-SIC 24	6.7	40.6	7.12
Furniture & fixtures-SIC 25	13.1	39.1	7.49
Stone, clay, & glass prods.-SIC 32	25.7	42.3	9.92
Primary metal industries-SIC 33	21.1	42.5	9.45
Fabricated metal products-SIC 34	50.3	42.3	9.94
Machinery, except electrical-SIC 35	59.9	41.5	10.35
Electrical & electronic equip.-SIC 36	95.1	41.1	9.92
Transportation equipment-SIC 37	14.8	43.6	13.31
Instruments & related prods.-SIC 38	33.7	42.2	10.32
Misc. mfg. industries-SIC 39	21.4	39.4	7.94

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	239	2,034
Gem stones	NA	W
Peat	W	348
Sand & gravel:		
Construction	10,500	39,800
Industrial	2,550	28,100
Stone (crushed)	15,300	95,400
Combined value of marl (greensand), zinc, and values indicated by symbol W		4,101
Total 1986 (preliminary)		169,783

* thousand short tons

W withheld to avoid disclosing company proprietary data

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CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Atlantic City	32	74	5086	792
Jersey City	31	75	5285	854
Long Branch	32	74	5158	770
Newark	31	77	4972	1091
New Brunswick	30	75	5239	832
Plainfield	30	75	5253	863
Trenton	32	76	4950	983

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Atlantic City — 1e, 6g
Bayonne — 5eg
Belleville — 5eg
Bergenfield — 5eg
Bloomfield — 5eg
Brick Twp. — 3e, 4g
Bridgewater Twp. — 3e, 5g
Camden — 5eg
Cherry Hill Twp. — 5eg, 6g
Clifton — 5eg
Dover Twp. — 3e, 4g
East Brunswick Twp. — 5eg
East Orange — 5eg
Edison Twp. — 5eg, 2g
Elizabeth — 5e, 2g
Ewing Twp. — 5eg
Fair Lawn — 5eg
Fort Lee — 5eg
Franklin — 3e, 5g
Garfield — 5eg
Gloucester Twp. — 1e, 5e, 6g
Hackensack — 5eg
Hamilton Twp. — 1e, 5e, 6g
Hoboken — 5eg
Howell Twp. — 3e, 4g
Irvington — 5eg
Jackson Twp. — 3e, 4g
Jersey City — 5eg
Kearny — 5eg
Lakewood Twp. — 3e, 4g
Linden — 5e, 2g
Livingston Twp. — 3e, 5g
Long Branch — 3e, 4g
Manchester Twp. — 3e, 4g
Middletown Twp. — 3e, 4g
Montclair — 5eg
Neptune Twp. — 3e, 4g
Newark — 5eg
New Brunswick — 5eg
North Bergen Twp. — 5eg
Nutley — 5eg
Old Bridge — 3e, 4g
Orange — 5eg
Paramus — 5eg
Parsippany-Troy Hills Twp. — 3e, 5g
Passaic City — 5eg
Paterson — 5eg
Pemberton Twp. — 3e, 5eg
Pennsauken Twp. — 5eg
Perth Amboy — 5e, 2g
Piscataway Twp. — 5eg
Plainfield — 5eg
Rahway — 5e, 2g
Ridgewood — 5eg
Sayreville — 3e, 5g
Teaneck Twp. — 5eg
Trenton — 5eg
Union City — 5eg
Union Twp. — 5e, 2g
Vineland — 1e, 7e, 6g
Washington Twp. — 1e, 3e, 4g, 5e, 6g
Wayne Twp. — 3e, 5g
West New York — 5eg
West Orange — 5eg
Westfield — 5e, 2g
Willingboro Twp. — 5eg
Woodbridge Twp. — 5e, 2g

1. Atlantic City Electric Co.
   1199 Black Horse Pike, Box 1264
   Pleasantville 08232
2. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
3. Jersey Central Power & Lt. Co.
   Madison Ave. at Punch Bowl Rd.
   Morristown 07960
4. New Jersey Natural Gas Co.
   1415 Wyckoff Rd., Wall 07719
5. Public Service Elec. & Gas Co.
   80 Park Plaza, P.O. Box 570, Newark
   07101
6. South Jersey Gas Co.
   N. 1 S. Jersey Pl.,
   Folsom 08037
7. Vineland Electric Utility
   City Hall, 7th & Wood Sts., Vineland
   08360

Area Wage Survey

Average straight-time hourly earnings

	Newark 1/86	Trenton 11/85	Paterson-Clifton-Passaic 6/85
Office, professional, & technical			
Payroll clerks ....$	8.59	7.55	8.34
Accounting clerks	7.96	7.67	7.55
File clerks	5.89	5.49	5.57
Typists	6.70	6.51	6.14
Key entry operators	6.94	7.05	7.09
Secretaries	10.42	9.32	9.22
Stenographers	NA	8.89	NA
Swtichbd opr-receptionists	7.16	6.71	6.22
Word processors	8.25	7.35	NA
Drafters	11.48	11.59	9.93
Electronics technicians	11.04	12.47	12.44
Computer operators	9.84	9.40	8.11
Computer programmers	13.68	11.18	13.30
Computer systems analysts	18.32	16.13	17.46
Maintenance & powerplant			
Carpenters	12.31	11.40	12.28
Electricians	13.22	12.83	11.64
Engineers, stationary	13.74	11.90	13.03
Machinists	13.75	10.59	10.44
Mechanics (machinery)	11.08	12.07	10.95
Tool & die makers	12.97	NA	12.76
Custodial & material movement			
Guards	5.01	8.95	4.55
Janitors, porters & cleaners	5.32	7.70	5.89
Laborers, mat'l hdlg	7.46	7.74	6.88
Shippers & receivers	8.16	NA	8.07
Truckdrivers	11.92	10.32	10.27
Forklift operators	9.85	10.32	9.42

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = Newark, (L) = New York (La Guardia).

Atlantic City 6, 18, 21, 27, 29, 30
Bayonne 1 (N)
Belleville 1 (N)
Bergenfield 1 (L)
Bloomfield 1 (N)
Bridgewater Twp. (N)
Camden 1 (Phila., PA)
Cherry Hill Twp. (Phila., PA)
Clifton 1 (N)
Dover 1 (N)
East Brunswick Twp. 1 (N)
East Orange Twp. 1 (N)
Edison Twp. 1 (N)
Elizabeth 1 (N)
Ewing Twp. (Trenton)
Fair Lawn 1 (L)
Fort Lee (L)
Franklin 1, 4 (N)
Garfield 1 (N)
Gloucester Twp. 1 (Phila., PA)
Hackensack 1, 4 (L)
Hamilton Twp. (Trenton)
Hoboken 1 (N)
Irvington 1 (N)
Jersey City 1, 2 (N)
Kearny 1 (N)
Lakewood Twp. 1 (Trenton)
Linden 1 (N)
Livingston Twp. (N)
Long Branch 1 (N)
Middletown Twp. 1 (N)
Montclair 1 (N)
New Brunswick 1 (N)
Newark 1, 3, 5, 7-17, 19, 20, 22-28, 31-34
North Bergen Twp. 1, 4 (N)

Nutley 1 (N)
Old Bridge Twp. 1 (N)
Orange 1 (N)
Passaic 1, 4 (N)
Paterson 1, 4 (N)
Perth Amboy 1 (N)
Plainfield 1 (N)
Rahway 1 (N)
Ridgewood 1 (L)
Sayreville (N)
Teaneck Twp. 1 (L)
Trenton 1, 6, 20
Union City 1 (L)
Union Twp. 1 (N)
Vineland 1 (Atlantic City)
Washington Twp. 4 (Allentown, PA)
Wayne Twp. 4 (N)
Westfield 1 (N)
Woodbridge Twp. 1 (N)

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Delaware & Hudson Railway Co.
4. New York, Susquehanna & Western

Airlines

5. Air Canada
6. Allegheny Commuter
7. American
8. American Eagle
9. Bahamasair
10. Catskill Airways
11. Challenge Air Intl.
12. City Express
13. Continental
14. Continental Express-PBA-Provincetown-Boston
15. Delta
16. Eastern
17. Eastern Express-Precision
18. Gulfstream
19. Highland Express
20. Holiday Airlines
21. Jet Express
22. Mall Airways
23. Northwest
24. Omniflight Helicopter SVCS, Inc.
25. Pan Am Air Partner-Omniflight Helicopter
26. Piedmont
27. Piedmont Commuter-Brockway Air
28. Piedmont Commuter-Jetstream Int'l.
29. Resort International Airlines
30. Southern Jersey
31. TWA
32. United
33. USAir
34. Virgin Atlantic Airways

DEVELOPMENT COUNSELORS:

State Development Agency

LeFevre, Kenneth C., Dpty. Cmsr.
N.J. Dept of Comm. & Econ. Dev.
CN 823, One W. State Street
Trenton, 08625
609/984-2324

Areas & Others

Bridgeton
Behr, Timothy G., Dir.
County of Cumberland
Dept. of Plng. & Dev.
800 E. Commerce St., 08302
609/451-800

Bridgeport
Walters, Charles J., V.P.
Pureland Ind. Complex
603 Heron Dr., 08014
609/467-2333

Edison
Rispoli, Anthony, R.E. Dept. Mgr.
Federal Business Centers
300 Raritan Ctr. Pkwy., 08818
201/225-2200

Freehold
Duffy, Bea, Dir.
Monmouth Cty. Dept. of Econ. Dev.
P.O. Box 1255, 07728-1255
201/431-7470

Milburn
De Prez, Gene, V.P.
The Fantus Company
75 Main St., 07041
201/376-4100

Newark
Kukan, Stephen J., Gen. Mgr.
PSE&G, Area Dev. Dept.
80 Park Plaza, T-10-C
P.O. Box 570, 07101
201/430-7589

Roseland
Ketive, Samuel, Sr. V.P.
Bellemead Dev. Corp.
4 Becker Farm Rd., 07068
201/740-1110

Somerville
Williams, Richard E., Econ. Dev. Dir.
Somerset Cty.
P.O. Box 3000
Cty. Admin. Bldg., 08876
201/231-7129

Vineland
Snyder, William A., C.I.D., Exec. Dir.
Vineland Ind. Commission
City Hall, 08360
609/691-3000

West Orange
Shaw, Everett R., Exec. Dir.
Essex Cty. Econ. Dev. Corp.
443 Northfield Ave., 07052
201/731-2772

ALBANY
NEW YORK

STATE INFORMATION:

Financial assistance to industry:

Tax incentives
Bonds for buildings & equipment
Bonds for pollution control
Aid for job training
Job Development Authority
Urban Development Corporation
Business Development Corporation
Industrial Development Agencies

Tax rates:

Corporate income tax 9%
Personal income tax:
on earned income 2%-8.375%
on unearned income 2%-10.375%
Sales tax.......4%-8¼ % (varies locally)
Incorporation fee......................... varies
Franchise tax .... same as income
Inventory tax .... none
Gasoline tax....... $.08/gal. + sales tax

Advanced education facilities:

Four-year colleges & universities ..157
Two-year or junior colleges..............91
Private business & trade schools ..380

Medical facilities:

Hospitals 278
Outpatient clinics attached to hospitals 170

Labor analysis:

Civilian labor force..... 8,496,000 (1987)
High school grads.......... 192,593 (6/86)

For additional labor market information, contact Bureau of Labor Market Info., Dept. of Labor, Bldg. 12, State Campus, Albany, NY 12240, 518/457-3800

Environment controls:

Air pollution: Div. of Air, Dept. of Environ. Conservation, 50 Wolf Rd., Albany, NY 12233, 518/457-5618 (Bureau of Source Control)

Water Pollution: Div. of Water, Bureau of Wastewater Facilities Operation (same address as above), 518/458-5968

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
NEW YORK	17,557.3	17,979.6
Albany	101.7	100.8
Amherst Town	108.7	NA
Auburn	32.5	NA
Babylon Town	203.5	NA
Binghamton	55.9	54.6
Brighton Town	35.8	NA
Brookhaven Town	364.8	NA
Buffalo	357.9	333.9
Carmel	27.9	NA
Cheektowaga Town	109.4	NA
Clarkstown Town	77.1	NA
Clay Town	52.8	NA
Colonie Town	74.6	NA
Cortland Town	35.7	NA
De Witt Town	26.9	NA
Eastchester Town	32.6	NA
Elmira	35.3	33.8
Freeport	38.3	NA
Gates Town	29.8	NA
Glenville Town	28.5	NA
Greece Town	81.4	NA
Greenburgh Town	82.9	NA
Guilderland	26.5	NA
Hamburg Town	53.3	NA
Haverstraw Town	31.9	NA
Hempstead	40.4	42.3
Hempstead Town	738.5	NA
Henrietta Town	36.1	NA

NEW YORK

Huntington Town	201.5	NA
Irondequoit Town	57.6	NA
Islip Town	298.9	NA
Ithaca	28.7	NA
Jamestown	35.8	NA
Lancaster Town	30.1	NA
Lindenhurst	26.9	NA
Long Beach	34.1	NA
Mamaroneck Town	29.0	NA
Manlius Town	28.5	NA
Mount Pleasant	39.3	NA
Mount Vernon	66.7	66.9
New Rochelle	70.8	71.8
New York City	7,071.0	7,303.3
Niagara Falls	71.4	65.5
North Hempstead Town	218.6	NA
North Tonawanda	35.8	NA
Orangetown Town	48.6	NA
Ossining Town	30.7	NA
Oyster Bay Town	305.8	NA
Penfield	27.2	NA
Perinton Town	41.8	NA
Pittsford Town	26.7	NA
Poughkeepsie	29.8	30.9
Poughkeepsie Town	39.5	NA
Ramapo Town	89.1	NA
Rochester	241.7	241.5
Rockville Centre	25.4	NA
Rome	43.8	43.6
Rotterdam Town	29.5	NA
Rye Town	38.9	NA
Salina Town	37.4	NA
Schenectady	68.0	67.5
Smithtown Town	116.7	NA
Southhampton Town	42.8	NA
Syracuse	170.1	164.7
Tonawanda Town	91.3	NA
Troy	56.6	55.4
Union Town	61.2	NA
Utica	75.6	72.6
Valley Stream	35.8	NA
Vestal Town	27.2	NA
Wappinger	26.8	NA
Watertown	27.9	NA
Webster	28.9	NA
West Seneca Town	51.2	NA
White Plains	47.0	45.6
Yonkers	195.4	191.3
Yorktown Town	32.0	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Albany-Schenectady-Troy	836.0	854.3
Binghamton	263.0	268.5
*Buffalo	1,015.0	975.2
Elmira	97.7	94.6
Glens Falls	109.6	115.0
*Nassau-Suffolk	2,605.8	2,663.8
*New York	8,275.0	8,527.7
*Niagara Falls	227.0	217.4
*Orange County	259.6	283.3
Poughkeepsie	245.1	259.8
Rochester	971.9	992.6
Syracuse	642.4	654.8
Utica-Rome	320.2	322.8

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK		
1,225.1	39.7	10.13
Albany-Schenectady-Troy		
47.1	39.8	10.72
Binghamton		
37.4	40.7	9.23
Buffalo		
76.1	40.7	11.44
Elmira		
8.0	41.0	9.54
Glens Falls		
10.4	NA	NA
Nassau-Suffolk		
176.5	39.2	10.74
New York-PMSA		
471.7	37.2	9.61
New York City		
385.8	36.8	9.41
Niagara Falls		
23.9	40.8	13.51
Orange County		
15.0	38.2	8.01
Poughkeepsie		
30.0	39.8	9.72
Rochester		
133.4	42.5	12.12
Rockland County		
15.5	39.1	10.41
Syracuse		
52.2	42.0	11.32
Utica-Rome		
24.3	41.8	9.46
Westchester County		
68.4	39.9	10.95

*preliminary figures for production workers

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
284.8	NA	NA

"As the largest U.S. supplier of hardwood surveying aids, Budoff needs an efficient transportation network. Sullivan County provides it"

Jules Budoff, Owner
Budoff Outdoor Furniture, Inc.

"...Making more than half the population of America and Canada easily accessible. And when a large part of your success rests on your ability to move raw materials in and finished products out, that's a vital consideration.

"Energy costs are important to any manufacturer. In Sullivan County, we're fortunate. Presently, we're paying roughly 40% less than similar operations in the New York City area and we're not that far away. Lower taxes and wages help keep our overhead manageable and add proportionately to our profit margin.

"So, it really comes as no surprise to see businesses taking advantage of Sullivan County; especially those moving into the industrial area that surrounds the airport. It's a convenient and beautiful location.

"What more could you ask for?"

For more information about the advantages of running a business in Sullivan County, call Leo E. Connor, Industrial Development Representative, at (914) 794-3000 Ext 142. He'll provide the preferential treatment and confidential assistance you and your company deserve.

SULLIVAN COUNTY, NY

Or write: Industrial Development Agency, 100 North St., Monticello, NY 12701

Circle 20 on Brochure Service Card

A RATHER TAXING EXAM.

1. What state just lowered its personal income taxes by $4.5 billion?

A) New York
B) New Jersey
C) California
D) Massachusetts

2. This was the greatest state tax cut in:

A) 1987
B) The state's history
C) Any state's history
D) All of the above

3. This tax cut means:

A) Salaries will go further
B) Disposable income will increase
C) It will be easier to attract a more skilled labor force
D) All of the above

That's right. New York State cut its personal income taxes more than any other state ever. By 1990, personal income taxes will have been cut by $4.5 billion, to their lowest rate since the 1950's. And the maximum tax rate will be half of what it was in 1980. What's more, we've even lowered our corporate tax rate.

And that means your business is better off than ever before. **NEW YORK STATE.**

NEW YORK STATE DEPARTMENT OF ECONOMIC DEVELOPMENT, ONE COMMERCE PLAZA, ALBANY, NY 12245

Circle 21 on Brochure Service Card

NEW YORK

MANUFACTURING	1,295.2	39.8	9.67
DURABLE GOODS	724.5	41.2	10.31
Lumber & wood prods.-SIC 24	14.3	40.2	7.20
Furniture & fixtures-SIC 25	22.0	40.6	7.29
Stone, clay, & glass prods.-SIC 32	30.1	41.2	10.67
Primary metal industries-SIC 33	30.8	41.1	11.58
Fabricated metal products-SIC 34	71.4	40.5	9.40
Machinery, except electrical-SIC 35	153.1	41.1	10.92
Electrical & electronic equip.-SIC 36	157.2	40.9	9.26
Transportation equipment-SIC 37	70.9	44.2	14.02
Instruments & related prods.-SIC 38	126.7	41.9	11.26
Misc. mfg. industries-SIC 39	48.0	38.4	7.67

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW YORK	8,534.2	416.1	4.9
Albany-Schenectady-Troy	419.0	16.7	4.0
Binghamton	127.0	4.9	3.8
Buffalo	447.3	24.8	5.5
Elmira	41.7	1.7	4.2
Glens Falls	53.4	2.8	5.2
Nassau-Suffolk	1,430.7	50.2	3.5
New York	3,921.1	209.4	5.3
New York City	3,240.0	189.0	5.8
Orange County	128.8	4.7	3.7
Poughkeepsie	128.9	3.7	2.9
Rochester	489.7	21.7	4.4
Syracuse	322.3	20.9	6.5
Utica-Rome	136.4	6.7	4.9

*preliminary figures

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albany	21	71	6927	494
Binghamton	21	69	7344	330
Buffalo	24	71	6798	476
Elmira	24	70	6927	411
Ithaca	22	69	7177	328
Lockport	24	71	6753	475
New York City	32	77	4868	1089
Poughkeepsie	24	72	6366	591
Rochester	24	71	6713	531
Syracuse	23	71	6787	506
Watertown	18	70	7480	424

Area Wage Survey

Average straight-time hourly earnings

	Albany Schenectady Troy 9/86	New York NY/NJ 5/86	Nassau-Suffolk 8/86	Poughkeepsie Kingston Newburgh 9/86
Office, professional, & technical				
Payroll clerks $	9.56	9.43	7.66	7.70
Accounting clerks	7.90	8.84	7.66	6.89
File clerks	5.36	6.10	5.92	NA
Typists	7.42	7.09	6.22	NA
Key entry operators	7.56	8.18	7.09	6.31
Secretaries	9.76	11.10	10.07	8.87
Stenographers	9.01	9.83	NA	NA
Switchbd opr-receptionists	6.44	7.96	6.61	6.06
Word processors	NA	9.19	7.82	NA
Drafters	11.99	12.59	11.34	11.09
Electronic technicians	13.01	13.60	9.54	NA
Computer operators	9.30	10.47	9.50	NA
Computer programmers (business)	12.27	15.05	13.97	NA
Computer systems analysts	16.81	20.18	18.29	NA
Maintenance & powerplant				
Carpenters	NA	13.60	12.40	NA
Electricians	11.84	13.89	14.02	12.35
Engineers, stationary	12.57	15.37	14.29	NA
Machinists	11.98	14.66	15.26	9.31
Mechanics (machinery)	10.93	10.87	12.52	10.06
Tool & die makers	13.08	12.12	12.96	11.29
Custodial & material movement				
Guards	6.25	5.42	5.51	4.83
Janitors, porters, & cleaners	6.59	8.24	6.06	5.13
Laborers, material handling	10.21	10.03	7.72	9.71
Shippers & receivers	8.66	9.74	6.37	6.64
Truckdrivers	11.70	13.07	12.79	10.16
Forklift operators	9.16	9.63	11.85	8.07

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	645	3,274
Gem stones	NA	W
Salt	5,239	125,817
Sand & gravel (construction)	28,700	94,800
Stone:		
Crushed	40,500	195,000
Dimension	16	3,002
Combined value of cement, emery, gypsum, lead (1985), peat, sand and gravel (industrial), silver (1985), talc and pyrophyllite, wollastonite, zinc, and values indicated by symbol w		224,807
Total 1986 (preliminary)		646,700

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports).

Albany 3, 4, 23, 24, 41, 42, 45, 47-49, 69, 75, 81-83, 100, 101
Amherst Town (Buffalo)
Auburn 3 (Syracuse)
Babylon Town 6 (60 through Farmingdale)
Binghamton 3, 4, 7, 21, 40, 41, 82, 83,101
Brighton Town 3 (Rochester)
Buffalo 2-5, 8-10, 23, 39, 47, 75, 82, 83, 92, 100, 101
Carmel (Poughkeepsie)
Cheektowaga Town 3 (Buffalo)
Clay Town 3
Colonie Town 3 (Albany)
Cortland Town 7 (Ithaca)
DeWitt Town 3 (Syracuse)
Eastchester Town (White Plains)
Elmira 3, 21, 82, 83, 101
Freeport 6 (N)
Gates Town (Rochester)
Greece Town 3 (Rochester)
Guilderland Center 3, 4
Hamburg Town (Buffalo)
Haverstraw Town 3 (White Plains)
Hempstead 6 (N)
Huntington Town 6 (60 through Farmingdale)
Irondequoit Town (Rochester)
Islip Town 6, 21, 23, 35, 39, 47, 49, 82, 85, 101
Ithaca 3, 21, 82, 83, 101
Jamestown 3, 21
Lancaster Town 3 (Buffalo)
Lindenhurst 6 (60 through Farmingdale)
Long Beach 6 (N)
Mamaroneck Town 3 (White Plains)
Manlius Town 3 (Syracuse)
Mount Vernon 3 (White Plains)
New Rochelle 3 (White Plains)
New York 2, 3, 5, 6, 11-39, 41-59, 61-91, 93-105
Niagara Falls 3-5 (Buffalo)
North Tonawanda 3, 4 (Buffalo)
Ossining Town 3 (White Plains)
Oyster Bay Town 6 (N)
Pittsford 3

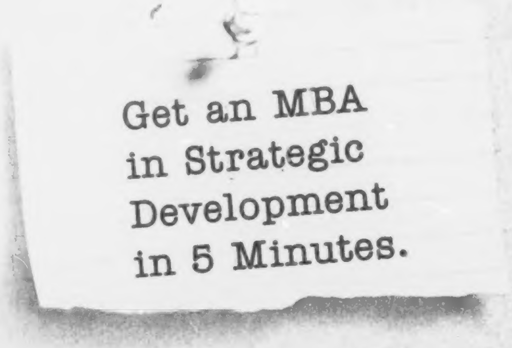
Poughkeepsie 24, 83
Rochester 2, 3, 23, 39, 47, 69, 75, 81-83, 92, 100, 101
Rockville Centre 6 (N)
Rome 3 (Utica)
Rotterdam Town 1, 3 (Albany)
Rye Town 3 (White Plains)
Salina Town 3
Schenectady 3, 4 (Albany)
Smithtown Town 6 (Islip)
Southampton Town 6 (Islip)
Syracuse 3, 5, 23, 39, 47, 69, 75, 81-83, 99-101
Tonawanda Town 3 (Buffalo)
Troy 3, 4 (Albany)
Utica 3, 7, 35, 82, 83
Valley Stream 6 (N)
Vestal Town 3 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 3, 83
Webster (Rochester)
West Seneca Town (Buffalo)
White Plains 3, 21, 24, 39, 45, 69, 75, 83-85, 100
Yonkers 3 (White Plains)
Yorktown Town (White Plains)

Railroads

1. Boston & Maine Corp.
2. CSX Transportation, Inc.
3. Conrail
4. Delaware & Hudson Railway Co.
5. Illinois Central Gulf Railroad
6. Long Island Railroad Co.
7. New York, Susquehanna & Western
8. Norfolk Southern Corp.
9. Norfolk and Western Railway
10. Pittsburgh & Lake Erie R.R. Co.

Airlines

11. Aer Lingus
12. Aeroflot
13. Aerolineas Argentinas
14. Aeromexico
15. Air Afrique
16. Air Canada
17. Air France
18. Air India
19. Air Jamaica
20. Alitalia
21. Allegheny Commuter
22. Alm-Antillean
23. American
24. American Eagle
25. American Trans Air
26. America West
27. Avensa
28. Avianca
29. Bahamas Air
30. Braniff
31. British Airways
32. British Caledonian
33. BWIA Int'l
34. CAAC
35. Catskill Airways
36. Challenge Air Intl.
37. China Airlines
38. City Express
39. Continental
40. Continental Express-Colgan Airways
41. Continental Express-PBA-Provincetown-Boston
42. Continental Express-Presidential Airways
43. Czechoslovak Airlines
44. Delta
45. Delta Connection-Business Express
46. Dominicana
47. Eastern
48. Eastern Express-Bar Habor
49. Eastern Express-Precision
50. Ecuatoriana
51. Egyptair
52. El Al
53. Finnair
54. Guyana Airways
55. Highland Express
56. Holiday Airlines
57. Iberia
58. Icelandair
59. Japan Air Lines
60. Jet Express
61. KLM
62. Korean Air
63. Kuwait Airways
64. Lacsa
65. Lan Chile S. A.
66. Long Island Airlines
67. Lot
68. Lufthansa
69. Mall Airways
70. MGM Grand Air
71. Midway Airlines, Inc.
72. Midwest Express
73. New York Helicopter
74. Nigeria Airways
75. Northwest
76. Olympic
77. Omniflignt Helicopter
78. Pakistan Int'l. Airlines
79. Pan American
80. Pan Am Air Partner-Omniflight Helicopter



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84. Piedmont Commuter-Jetstream Intl.
85. Piedmont Regional-Henson
86. Resorts Intl. Airlines
87. Royal Air Maroc
88. Royal Jordanian
89. Sabena
90. SAS
91. Saudi Arabian Airlines
92. Skywalker
93. Suncoast Airlines
94. Swissair
95. TAP Air Portugal
96. Tarom
97. Tower Air, Inc.
98. Tropical Airways
99. TWA
100. United
101. USAir
102. Varig
103. Viasa
104. Virgin Atlantic Airways
105. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 11eg
Amherst Town — 11e
Auburn — 10eg
Babylon Town — 8eg
Binghamton — 10e, 3g
Brighton Town — 11e, 13eg
Brookhaven Town — 8eg
Buffalo — 11e, 9g
Carmel — 10e
Cheektowaga Town — 10e, 11e
Clarkstown Town — 12eg
Clay Town — 11e
Colonie Town — 11e
Cortlandt City — 11e, 10g
DeWitt Town — 11e, 15g
Eastchester Town — 4eg
Elmira — 10eg, 5g
Freeport — 6e
Gates Town — 13eg
Glenville Town — 11e
Greece Town — 13eg
Guilderland — 11e
Hamburg Town — 10e, 11e, 9g
Haverstraw Town — 12eg
Hempstead — 8eg
Hempstead Town — 8eg
Henrietta Town — 11e, 13eg
Huntington Town — 8eg
Irondequoit Town — 13eg
Islip Town — 8eg
Ithaca — 10eg
Jamestown — 7e, 11e, 9g
Lancaster Town — 10e, 9g
Long Beach — 8eg
Mamaroneck Town — 4eg
Manlius Town — 11e
Mount Vernon — 4eg
New Rochelle — 4eg
New York — 4eg, 8g, 1g
Niagara Falls — 11e, 9g
North Tonawanda — 11e
Orangetown Town — 12eg
Ossining Town — 4eg
Oyster Bay Town — 8eg
Penfield — 13eg
Perinton Town — 13eg
Pittsford Town — 13eg
Poughkeepsie — 2eg
Poughkeepsie Town — 2eg
Ramapo Town — 12eg
Rochester — 2e, 13eg
Rockville Centre — 14e
Rome — 11eg
Rotterdam Town — 11e
Rye Town — 4eg
Salina Town — 11e
Schenectady — 11eg
Smithtown Town — 8eg
Southampton Town — 8eg
Syracuse — 11eg, 15g
Tonawanda Town — 11e, 9g
Troy — 11eg
Union Town — 10e, 3g
Utica — 11eg
Wappinger — 2e
Watertown — 11eg
Webster — 13eg
West Seneca Town — 10e, 11e
White Plains — 4eg
Yonkers — 4eg
Yorktown Town — 10e

1. Brooklyn Union Gas Co.
   195 Montague St., Brooklyn 11201
2. Central Hudson Gas & Elec. Corp.
   284 South Ave., Poughkeepsie 12601
3. Columbia Gas of New York, Inc.
   200 Civic Center Dr., Columbus, OH 43215
4. Consolidated Edison Co. of NY
   4 Irving Pl., New York 10003
5. Corning Natural Gas Corp.
   27 E. Denison Pkwy., Box 58, Corning 14830
6. Freeport Electric Dept.
   220 W. Sunrise Hwy., Freeport 11520
7. Jamestown Bd. of Public Utilities
   200 E. Third St., Box 700, Jamestown 14702
8. Long Island Lighting Co.
   175 E. Old Country Rd., Hicksville 11801
9. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo 14203
10. NY State Elec. & Gas Corp.
    4500 Vestal Pkwy. E.
    Binghamton 13903
11. Niagara Mohawk Power Corp.
    300 Erie Blvd. W., Syracuse 13202
12. Orange and Rockland Utilities, Inc.
    One Blue Hill Pl., Pearl River 10965
13. Rochester Gas & Electric Corp.
    89 East Ave., Rochester 14649
14. Rockville Centre Electric Dept.
    P.O. Box 950, Rockville Centre 11571
15. Syracuse Suburban Gas Co.
    207 N. Center St., E. Syracuse 13057

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State Development Agency

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New York State Dept. of Econ. Dev.
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518/474-1131

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5678 Main St., 14221
716/634-8575

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4500 Vestal Pkwy. E., 13903
607/729-2551
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Broome Cty. Ind. Dev. Agency
19 Chenango St., Ste 702, Press Bldg.
P.O. Box 1026, 13902
607/772-8212

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195 Montague St. 11201
718/403-3370

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Metro Buffalo Alliance for Econ. Dev.
107 Delaware Ave., 14202
716/852-7160

Elmira
Bivens, Robert W., Dir.
Muggleton, Martin J., Asst. Dir.
Southern Tier Econ. Growth, Inc.
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607/733-6513

Hauppauge
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Suffolk Cty. Office of Econ. Dev.
Div. of the Plng. Dept.
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2840 Delaware Ave., 14217
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516/535-4160

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Connor, Leo E, Ind. Dev. Rep.
County of Sullivan
Ind. Dev. Agency
100 North St., 12701
914/794-3000 ext. 142

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Con Edison, Area Dev. Dept.
4 Irving Place, 10003
212/460-4153
Levine, Ted M., Pres.
Dev. Counselors Int'l
220 Fifth Ave., 10001
212/725-0707
Olton, Barbara K.
Port Auth. of N.Y. & N.J.
One World Trade Ctr., 64E, 10048
212/466-7000

Oriskany
Potocki, Rodger P., Exec. V.P.
Oneida Cty. Ind. Dev. Corp.
Oneida Cty. Airport, 13424
315/736-0888

Oswego
Treadwell, L. Michael
Area Ind. Dir.
Operation Oswego Cty., Inc.
P.O. Box 4067, 13126
315/343-1545

Rochester
Clawson, John W., Area Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave., 14649
716/546-2700, ext. 4975

HARRISBURG

PENNSYLVANIA

STATE INFORMATION:

Financial assistance to industry:

- Penn. Capital Loan Fund (PCLF) — Loans to small bus. in mfg., ind., export, and/or advanced tech. operations for land, bldgs., machinery & equip., & working capital
- Penn. Ind. Dev. Authority (PIDA) — Long-term, low-interest loans to mfg. or ind. bus. Rates from 3% to 7.5%.
- Revenue Bond & Mortgage Program — Tax-exempt financing to acquire land, bldgs., machinery & equip.
- Customized Job Training (CJT) — Funds for individualized vocational training
- Penn. Minority Bus. Dev. Authority (PMBDA) — Managerial technical & loan assistance for minority bus.
- Ben Franklin Partnership — Links state, private, & educational resources
- Site Dev., Community Facilities, & Bus. Infrastructure Dev. (BID) programs — Grants and/or loans to improve infrastructure needed for bus. growth & expansion
- Employee Ownership Assistance Program — financial assistance to employee ownership groups to convert mfg. or ind. firms into employee-owned enterprises or to improve existing employee-owned companies.
- Credit for Net Operating Losses (NOLs)
- Accelerated Cost Recovery System

Tax Credit Programs:

1. Economic Revitalization — credit for PA investment by corporations with expired NOL carryforwards.
2. Employment Incentive — credit for hiring people receiving General Assistance.
3. Neighborhood Assistance — credit for facilities donated to non-profit groups.
4. Enterprise Zone — credit for investment to rehabilitate or expand property in distressed areas.
5. Job Creation — credit against federal unemployment insurance costs for creating new jobs.

Tax rates:

Corporate income tax	8.5%(eff. 1/87)
Personal income tax	2.1% flat rate (eff. 9/86)
Sales tax	6%
Incorporation tax	NA
Franchise tax	10 mills on fixed formula with some statutory exemptions including exemption of the first $50,000 of the tax base and all manufacturing operations
Inventory tax	none
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	115
Two-year or junior colleges	23
Vocational or business schools	80

Medical facilities:

Hospitals	301
Clinics	NA

Labor analysis:

Civilian labor force	5,670,000 (9/85)
High-school grads	132,412 (1984)

For additional labor market information, contact Office of Employ. Security, Penn. Dept. of Labor & Industry, 2971 N. 7th St., Harrisburg, PA 17121, 717/783-3270

Environment controls:

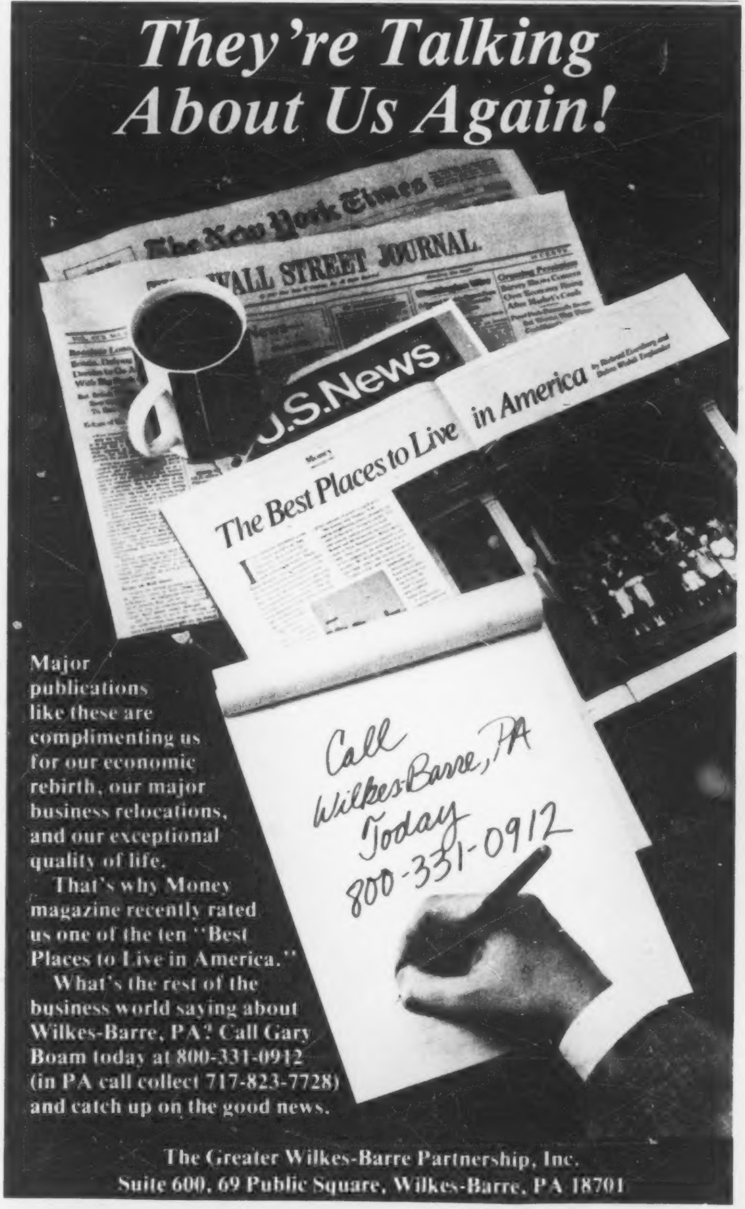
Air pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg, PA 17120, 717/787-9702

Water pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Water Quality Mgt., (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
PENNSYLVANIA	11,866.7	11,953.5
Abington Twp.	59.1	59.5
Allentown	103.8	105.6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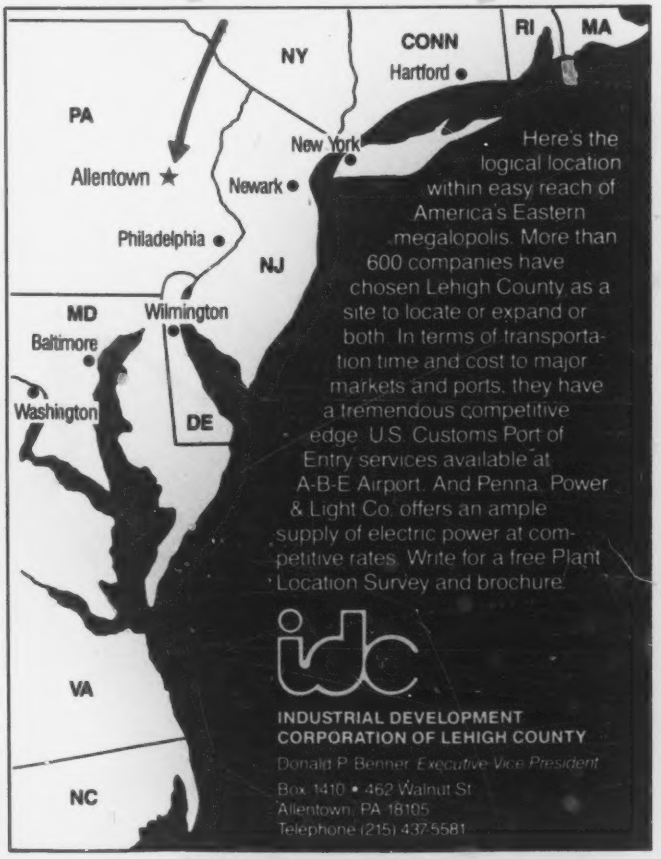
PENNSYLVANIA

Altoona	57.1	54.8
Bensalem Twp.	52.4	57.9
Bethel Park	34.8	NA
Bethlehem	70.4	71.0
Bristol Twp.	58.7	60.4
Cheltenham Twp.	35.5	NA
Chester	45.8	44.4
Easton	26.0	26.5
Erie	119.1	117.1
Falls Twp.	36.1	NA
Harrisburg	53.3	52.3
Haverford Twp.	52.3	52.4
Hazleton	27.3	25.8
Hempfield Twp.	43.4	43.3
Johnstown	35.5	32.9
Lancaster	54.7	57.3
Lebanon	25.7	26.6
Lower Merion Twp.	59.7	60.2
Lower Paxton Twp.	34.8	NA
Manheim Twp.	26.0	NA
McCandless Twp.	26.3	NA
McKeesport	31.0	28.1
Middletown Twp.	34.2	NA
Millcreek Twp.	44.3	45.9
Monroeville	31.0	NA
Mount Lebanon Twp.	34.4	NA
New Castle Twp.	33.6	NA
Norristown	34.7	34.6
Northampton Twp.	27.4	NA
North Huntingdon Twp.	31.5	NA
Penn Hills Twp.	57.6	54.9
Philadelphia	1,688.2	1,645.1
Pittsburgh	423.9	393.0
Plum	25.4	NA
Radnor Twp.	27.7	NA
Reading	78.7	78.6
Ridley Twp.	33.8	NA
Ross Twp.	35.1	NA
Scranton	88.1	83.2
Shaler Twp.	33.7	NA
Springfield Twp.	25.3	NA
State College	36.1	34.6
Upper Darby Twp.	84.1	84.5
Upper Moreland Twp.	25.9	NA
Warminster Twp.	35.5	NA
West Mifflin	26.3	NA
Wilkes-Barre	51.6	48.7
Williamsport	33.4	32.4
York	44.6	44.0



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Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Allentown-Bethlehem, PA/NJ	636.7	660.7
Altoona	136.6	135.4
*Beaver County	204.0	194.6
Erie	279.8	281.9
Harrisburg-Lebanon-Carlisle	555.0	580.9
Johnstown	264.5	259.3
Lancaster	362.3	389.1
*Philadelphia, PA/NJ	4,716.8	4,827.4
*Pittsburgh	2,219.0	2,139.6
Reading	312.5	323.7
Scranton-Wilkes-Barre	729.0	731.2
Sharon	128.3	126.6
State College	112.8	115.9
Williamsport	118.4	118.3
York	381.3	397.5

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA	1,046.8	41.1	10.08
Allentown-Bethlehem	76.5	40.0	10.44
Altoona	11.2	38.4	8.58
Beaver County	9.7	41.1	11.16
Erie	34.6	41.9	10.33
Harrisburg-Lebanon-Carlisle	52.3	39.7	9.41
Johnstown	13.0	39.8	8.39
Lancaster	59.5	40.6	9.74
Philadelphia PMSA	381.5	40.5	10.95
Pittsburgh	127.4	42.2	11.34
Reading	NA	42.0	10.36
Scranton-Wilkes-Barre	NA	38.8	8.82
Williamsport	NA	42.3	8.50
York	NA	42.3	9.41

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	189.5	NA	NA
MANUFACTURING	1,089.5	39.9	9.57

DURABLE GOODS		
628.6	41.0	10.38
Lumber & wood prods.-SIC 24		
24.0	40.0	7.58
Furniture & fixtures-SIC 25		
20.4	39.9	8.17
Stone, clay & glass prods.-SIC 32		
47.9	41.7	10.03
Primary metal industries-SIC 33		
104.5	40.7	12.25
Fabricated metal products-SIC 34		
91.7	41.2	10.70
Machinery, except electrical-SIC 35		
114.3	41.8	10.45
Electrical & electronic equip.-SIC 36		
104.3	40.7	9.61
Transportation equip.-SIC 37		
63.7	41.2	11.85
Instruments & related prods.-SIC 38		
37.6	41.1	9.53
Misc mfg. industries-SIC 39		
20.1	38.0	8.92

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PENNSYLVANIA	5,787.4	307.1	5.3
Allentown-Bethlehem	318.5	11.9	3.7
Altoona	59.4	4.1	7.0
Beaver County	63.7	7.2	11.3
Erie	131.0	9.3	7.1
Harrisburg-Lebanon-Carlisle	317.4	10.1	3.2
Johnstown	95.6	7.3	7.6
Lancaster	219.2	6.3	2.9
Philadelphia	2,460.8	111.0	4.5
Pittsburgh	973.9	63.6	6.5
Reading	174.3	6.4	3.6
Scranton-Wilkes-Barre	348.7	21.0	6.0
Sharon	52.1	3.2	6.1
State College	60.9	3.1	5.1
Williamsport	58.9	2.8	4.7
York	214.8	7.4	3.5

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	6,200	322,000
Masonry	400	28,300
Clays (excl. kaolin)	1,134	5,268
Gem stones	NA	W
Lime	1,411	80,658
Peat	30	999
Sand & gravel:		
Construction	14,900	68,700
Industrial	700	10,400
Stone:		
Crushed	61,800	307,100
Dimension	72	8,100
Combined value of clays (kaolin), mica (scrap), and values indicated by symbol W		1,154
Total 1986 (preliminary)		832,679

* thousand short tons

w withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Allentown	27	74	5815	751
Erie	25	69	6768	402
Harrisburg	29	74	5335	1006
Johnstown	28	73	5768	728
New Castle	27	72	5885	642
Philadelphia	31	77	4947	1075
Pittsburgh	27	72	5950	645
Scranton	25	72	6330	569
State College	26	72	6247	559
Wilkes-Barre	25	72	6330	569
Williamsport	26	73	6047	659
York	30	75	5203	901

TRANSPORTATION:

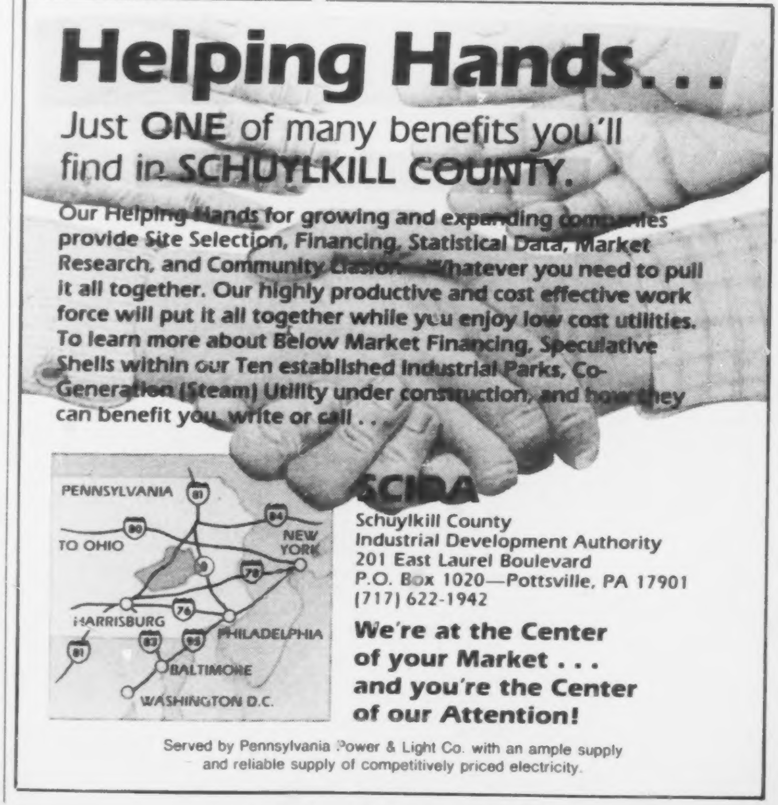
Railroads & Airlines Serving Cities Over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Abington Twp. (Philadelphia)
Allentown 3, 4, 10, 16, 19, 23, 25, 30, 34, 36, 38, 40
Altoona 3, 10
Bethel Park (Pittsburgh)
Bethlehem 3, 4 (Allentown)
Bristol Twp. 3 (Philadelphia)
Cheltenham Twp. (Philadelphia)
Chester 2, 3 (Philadelphia)
Easton 3 (Allentown)
Erie 1, 3, 6, 30, 35, 40
Harrisburg 3, 4, 10-12, 15, 16, 25, 35-40
Haverford Twp. 3 (Philadelphia)
Johnstown 2, 3, 10
Lancaster 3, 10, 25
Lebanon Twp. 3 (Harrisburg)
Manheim Twp. 3 (Lancaster)
McCandless Twp. (Pittsburgh)
McKeesport 1-3, 7 (Pittsburgh)
Middletown Twp. 3 (Harrisburg)
Monroeville (Pittsburgh)
New Castle Twp. 2, 3, 7 (Pittsburgh)
Norristown 3 (Philadelphia)
Northampton Twp. (Allentown)
Philadelphia 2-5, 9-13, 17-30, 32-35, 37-41
Pittsburgh 2, 3, 5, 7, 10, 11, 13-15, 17, 21, 23, 30, 31, 33, 37, 38, 40
Reading 2, 3, 10, 25
Ridley Twp. 2, 3 (Philadelphia)
Scranton 3, 4 (Wilkes-Barre)
Springfield Twp. 3 (Philadelphia)
State College 10
Upper Darby Twp. (Philadelphia)
Warminster Twp. (Philadelphia)
West Mifflin (Pittsburgh)
Wilkes-Barre 4, 10, 23, 25, 34-36, 40
Williamsport 3, 10
York 2, 3 (Harrisburg)

Railroads

1. Bessemer & Lake Erie R.R. Co.
2. CSX Transportation, Inc.
3. Conrail
4. Delaware & Hudson Railway Co.
5. Illinois Central Gulf R.R. Co.
6. Norfolk and Western Rwy. Co.
7. Pittsburgh & Lake Erie R.R. Co.



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Airlines

9. Air Jamaica
10. Allegheny Commuter
11. American
12. American Eagle
13. British Airways
14. Canadian Airlines Intl. Ltd.
15. Christman Air System
16. Commuter Express
17. Continental
18. Continental Express-Colgan Airways
19. Continental Express-PBA-Provincetown-Boston
20. Continental Express-Presidential Airway
21. Delta
22. Delta Connection—Business Express
23. Eastern
24. Eastern Express-Bar Harbor
25. Eastern Express-Britt
26. Eastern Express-Precision
27. Lufthansa
28. Mexicana
29. Midway Airlines, Inc.
30. Northwest
31. Pan American
32. Pan Am Express
33. Piedmont
34. Piedmont Commuter-Brockway Air
35. Piedmont Commuter-Jetstream Intl.
36. Piedmont Regional-Henson
37. TWA
38. United
39. United Express-Air Wisconsin
40. USAir
41. Wings Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abington Twp. — 12eg, 8g
Allentown — 9e, 14g
Altoona — 7e, 11g
Bensalem Twp. — 12g
Bethel Park — 2e, 15e, 1g, 3g
Bethlehem — 9e, 14g
Bristol Twp. — 12eg
Cheltenham Twp. — 12eg
Chester — 12eg
Easton — 4e, 6g, 14g
Erie — 7e, 5g
Harrisburg — 9e, 14g
Haverford Twp. — 12eg
Hazleton — 9e, 14g
Hempfield — 11g
Johnstown — 7e, 11g
Lancaster — 9e, 14g
Lebanon — 4e, 14g
Lower Merion Twp. — 12g
Lower Paxton Twp. — 14g
Manheim Twp. — 9e, 14g
McCandless Twp. — 2e, 1g, 3g
McKeesport — 2e, 3g
Millcreek Twp. — 8g
Monroeville — 2e, 3g, 11g
Mt. Lebanon Twp. — 2e, 1g, 3g
New Castle — 10e, 1g
Norristown — 12eg
Northampton Twp. — 9e, 12g, 14g
North Huntington Twp. — 1g, 3g
Penn Hills Twp. — 2e, 3g
Philadelphia — 12e, 13g
Pittsburgh — 2e, 1g, 3g, 11g
Plum — 2e, 3g
Radnor Twp. — 12eg
Reading — 4e, 14g
Ridley Twp. — 12eg
Ross Twp. — 14e, 1g, 3g
Scranton — 9e, 8g
Shaler Twp. — 2e, 3g
Springfield Twp. — 12eg, 6g
State College — 15e, 1g
Upper Darby Twp. — 12eg
Upper Moreland Twp. — 12g
Warminster Twp. — 12eg
West Mifflin — 2e, 1g, 3g
Wilkes-Barre — 9e
Williamsport — 9e, 8g
York — 4e, 1g

1. Columbia Gas of PA Inc.
   200 Civic Center Dr., Columbus, Ohio 43215
2. Duquesne Light Co.
   One Oxford Ctr., 301 Grant St. Pittsburgh 15279
3. Equitable Gas Co.
   420 Blvd. of the Allies, Pittsburgh 15219
4. Metropolitan Edison Co.
   2800 Pottsville Pike, Muhlenberg Twp., Berks Co.; Box 16001, Reading 19640-0001
5. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo, NY 14203
6. North Penn Gas Co.
   76-80 Mill St., Port Allegany 16743
7. Pennsylvania Electric Co.
   1001 Broad St., Johnstown 15907
8. Pennsylvania Gas & Water Co.
   39 Public Square, Wilkes-Barre 18711
9. Pennsylvania Power & Light Co.
   2 N. 9th St., Allentown 18101-1179
10. Pennsylvania Power Co.
    1 E. Washington St., Box 891, New Castle 16103
11. Peoples Natural Gas Co.
    2 Gateway Center, Pittsburgh 15222
12. Philadelphia Electric Co.
    2301 Market St., Philadelphia 19101
13. Philadelphia Gas Works
    1800 No. 9th St. Philadelphia 19122
14. UGI Corp.
    Box 858, Irwin Bldg., Rt. 363, Valley Forge 19482
15. West Penn Power Co.
    Cabin Hill, Greensburg 15601

Utility serving cities under 25,000:

Allegheny Electric Co-op
David E. Piper, Gen. Mgr.
500 N.E. Multnomah, Ste. 1480
Portland 97232
503/235-3500

DEVELOPMENT COUNSELORS:

State Development Agency

Pooler, Joy, M., CID, Dir.
Penn. Dept. of Commerce
Domestic Division
453 Forum Bldg.
Harrisburg, 17120
717/787-6500

Areas & Others

Allentown

Benner, Donald P., Exec. V.P.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St., Box 1410, 18105
215/437-5581

Lesko, Joseph R., Mgr.
Penn. Power & Light
2 North 9th St., 18101
215/770-5203

Bethlehem

Bollinger, Dick, Mktg. Dir.
Lehigh Valley Ind. Park Inc.

Area Wage Survey

Average straight-time hourly earnings

	Philadelphia PA/NJ 11/85	Pittsburgh 1/86	York 1/86	Northeast Pennsylvania 8/86
Office, professional, & technical				
Payroll clerks	$ 7.62	9.40	6.74	8.49
Accounting clerks	7.38	7.56	6.24	6.14
File clerks	5.43	6.19	5.33	4.84
Typists	7.25	7.12	6.94	6.36
Key entry operators	7.01	7.19	5.88	5.85
Secretaries	9.47	9.41	7.84	7.79
Stenographers	9.04	8.96	8.00	7.70
Swtichbd opr-receptionists	6.55	6.57	5.86	5.59
Word processors	7.92	8.08	7.45	6.61
Drafters	10.03	11.56	9.81	8.70
Electronics technicians	14.00	14.58	13.11	12.94
Computer operators	8.96	9.16	7.46	7.85
Computer programmers (business)	12.58	12.03	10.00	10.99
Computer systems analysts	15.21	16.18	14.31	17.17
Maintenance & powerplant				
Carpenters	12.99	12.22	11.21	8.77
Electricians	13.21	13.44	12.05	10.97
Engineers, stationary	12.22	13.22	NA	11.70
Machinists	13.20	12.94	11.58	10.33
Mechanics (machinery)	12.71	13.27	11.26	10.07
Tool & die makers	13.29	13.81	12.54	11.49
Custodial & material movement				
Guards	4.45	4.81	4.71	4.17
Janitors, porters & cleaners	6.59	5.12	7.15	4.97
Laborers, mat'l handling	9.66	9.03	9.22	10.83
Shippers & receivers	8.16	9.77	7.45	8.28
Truckdrivers	12.01	12.27	9.86	10.03
Forklift operators	10.30	11.19	8.82	10.34

95 Highland Ave., Ste. 310, 18015
215/866-4600

Camp Hill
Graf, William S., Exec. V.P.
Central Pennsylvania Business People
214 Senate Ave., 17011
717/761-2000

Easton
Austen, John R., Exec. Dir.
Easton Area Ind. Dev. Co.
208 Spring Garden St., P.O. Box 936
18044-0936
215/258-5647
Capobianco, Michael, Dir. of Mktg.
Northampton Cty. Dev. Corp.
157 S. 4th St., 18042
215/253-4213

Franklin
Zastawney, John W., Dir.
Vanango Cty. Ind. Dev. Corp.
1174 Elk St., 16323
814/432-3466

Greensburg
Dinardo, Ralph, Econ. Dev. Spvr.
West Penn Center
800 Cabin Hill Dr., 15601
412/838-5901

Lancaster
Wauls, David
Lancaster Cty. E.D.C.
P.O. Box 1558, 17603
717/397-4046

Lewistown
Postal, Robert, Exec. Dir.
Mifflin Cty. I.D.C.
1 Belle Ave.
Mifflin Cty. Ind. Plz., 17044
717/242-0393

New Castle
Ross, Richard
Penn. Power Co.
P.O. Box 891, A9, 16103-0891

Philadelphia
Orsborn, James T., CID
Mgr., Reg. Info. Svcs.
Conrail Reg. Market Dev. Dept.
1528 Walnut St., Rm. 1601, 19081
215/893-6030

Pittsburgh
Evans, Jim
Area Dev. Dept.
Equitable Gas
420 Blvd. of the Allies, 15219
412/553-5790

Pittson
Grossman, Howard J., Exec. Dir.
Econ. Dev. Council of N.E. Penn.
1151 Oak St., 18640-3795
717/655-5581

Pottsville
Dunleavy, Edward J.
Dir., Mktg. & P.R.
Schuylkill Econ. Dev. Corp.
201 E. Laurel Blvd., 17901
717/622-1943

Trevose
Ponce, Juanita
The Korman Co.
2 Neshaminy Interplex, 19047
215/245-0700

Wilkes-Barre
Boam, Gary
Gtr. Wilkes-Barre Partnership, Inc.
Suite 600
69 Public Square, 18701-2505
717/823-7726

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☐ Labor Analysis
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☐ Planning/Coordination
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☐ Energy/Utility Services
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- WEST VIRGINIA

Regional Review

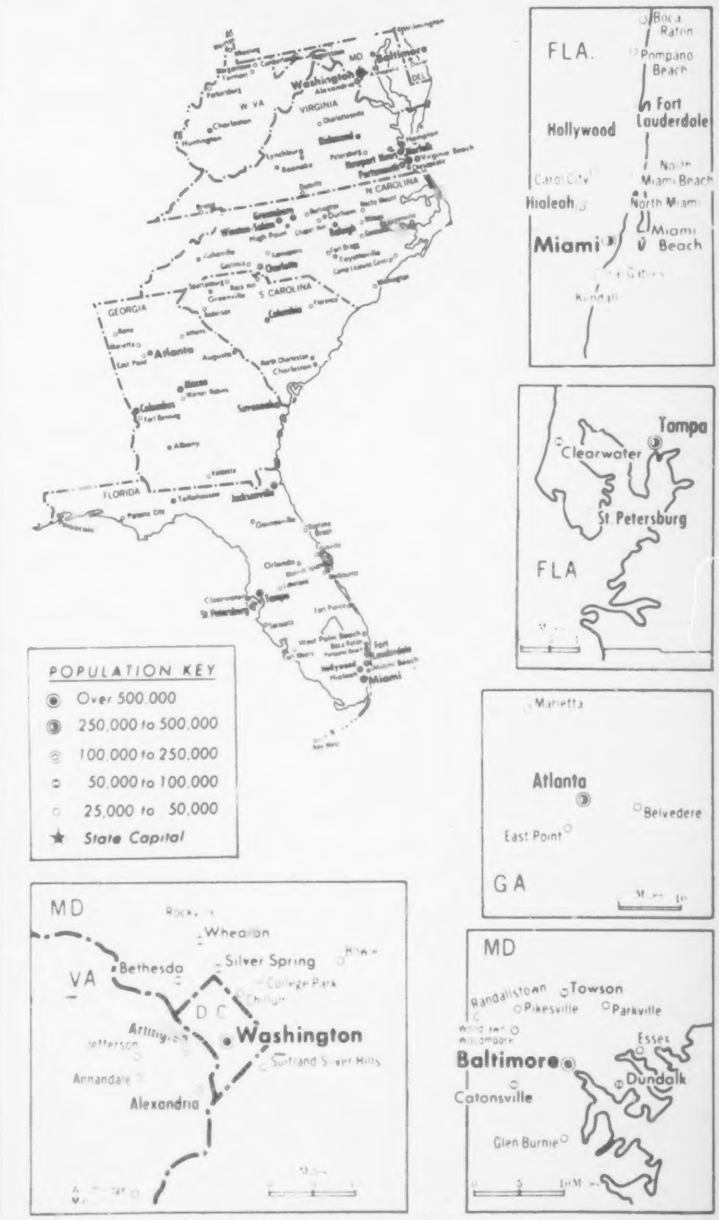
Following are summaries of some of the events affecting site location in each of the South Atlantic states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Delaware. In legislative action, 1987 saw the fourth reduction in personal income tax in as many years in Delaware. In addition, a receipts tax exemption enacted in 1986 was clarified to include companies who render manufacturing services on goods owned by other manufacturers and who will complete manufacturing of the product in Delaware without a transfer of ownership taking place.

The third legislative action in 1987 was the development of the Transportation Trust Fund, which will finance highway improvements and other projects.

The largest firm to open a new office in Delaware last year was First Delaware Financial Group, which involved a 113,000-sq.-ft. facility in Wilmington and new jobs for 50 people. The largest business expansions included Nanticoke Homes in Greenwood, which added 195 employees to the area; American Express Centurion, which grew 144% in Newark; ICI Americas, which invested $40 million in Wilmington; Lomas Bank USA, which added 233 employees to its payroll in Wilmington; and Barclays Bank of Delaware, which added 183 people in Wilmington.

Florida. The state has more people, more new businesses, fewer taxes, and less unemployment than 80% of the rest of the nation. To substantiate that with figures, the population was the fifth-highest in 1986 at 11,675,000, job growth was the second-highest from 1980 to 1986 at


MD
Baltimore
Washington
Alexandria
DEL
W VA
VIRGINIA
Charleston
Huntington
Richmond
Lynchburg
Roanoke
Petersburg
Norfolk
Portsmouth
Virginia Beach
N CAROLINA
Greensboro
Winston-Salem
High Point
Durham
Raleigh
Asheville
Charlotte
Gastonia
Fayetteville
Wilmington
S CAROLINA
Spartanburg
Greenville
Anderson
Columbia
Florence
North Charleston
Charleston
GEORGIA
Rome
Marietta
Atlanta
East Point
Athens
Augusta
Macon
Warner Robins
Columbus
Fort Benning
Albany
Savannah
Valdosta
FLORIDA
Tallahassee
Panama City
Pensacola
Jacksonville
Gainesville
Daytona Beach
Orlando
Clearwater
Tampa
St Petersburg
Sarasota
Fort Pierce
West Palm Beach
Boca Raton
Fort Lauderdale
Hollywood
Hialeah
Miami Beach
Miami
Key West
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
★ State Capital
FLA.
Boca Raton
Pompano Beach
Fort Lauderdale
Hollywood
North Miami Beach
Carol City
Hialeah
North Miami
Miami
Miami Beach
Kendall
Tampa
Clearwater
St. Petersburg
FLA
Marietta
Atlanta
Belvedere
East Point
GA
MD
Wheaton
Bethesda
Silver Spring
College Park
VA
D C
Arlington
Washington
Jefferson
Suitland Silver Hills
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Randallstown
Towson
Pikesville
Parkville
Essex
Baltimore
Dundalk
Catonsville
Glen Burnie

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32.5%, taxes were fourth-lowest in 1985 at $95 per $1,000 of personal income, and unemployment was eighth-lowest in 1986 at 4.6%.

The only drawback to this growth has been a strain put on the state's fresh water supply. However, a solution has been found. To counteract the soaring average daily water demand, a number of Florida counties are investing in a new desalination technique called reverse osmosis. This allows cities to use a large amount of salty ground water and alleviates the threat of a potentially serious water shortage.

Tourism is the largest industry in the state and is partly responsible for the low personal tax rates. An estimated 35 million tourists will visit the state in 1988, generating $800 million in sales-tax revenue. Another healthy industry in Florida is electronics, which is greatly helped by the presence of the space program.

Georgia. The big news in the state is the growth in population and industry occurring in the metro-Atlanta area. From 1980 to 1986 job growth was 14.3%, and the average annual per-capita income was up 20.1% in the period 1982-1984. The city receives substantial revenue from hotel and motel taxes; this revenue is aided by the presence of the Atlanta-Hartsfield airport, which is an international hub.

The state as a whole isn't doing too badly either. Private-sector and civilian public-sector employment increased 24.02% from Feb. 1983 to Feb. 1987. The new-business birth rate from 1983 to 1987 was 3.04%, and the percentage of fast-growth companies from 1983 to 1987 was 3.02%. These figures contributed to Georgia's fourth-place nationwide ranking in *Inc.* magazine's "Annual Report on the States."

In fiscal 1988 the state will focus on education and highway and prison construction. It is expected that a total of $400 million will be sold in general obligation bonds to fund those areas.

Georgia's general-fund budget for education in 1987 was $2 billion.

Maryland. *Inc.* magazine's report ranked Maryland third nationwide in job generation, new businesses, and young-company growth last year.

There is a good deal of activity occurring in the Baltimore area. The waterfront is attracting new development—in 1987 over 800,000 sq. ft. of office space was constructed. Major projects included Rouse Company's Harborplace Tower on Pratt Street, and Toombs Development Corp.'s Redwood Tower situated one block north.

Last year was Governor William D. Schaefer's first term, and he started working on reform in several areas. In his first state of the state address in January 1987, he pledged to improve the quality of elementary and secondary education and to raise $900 million for the Transportation Trust Fund over the next five fiscal years. The latter would go to county governments for secondary roads and to a state-funded road improvement plan.

North Carolina. For detailed information on the state, see the special report *North Carolina: The better business climate* in this regional section.

South Carolina. According to a report prepared by the research and information resources division of South Carolina's State Development Board, 1987 was a record year for economic development activity in the state. A total of 794 companies announced locations or expansions, which created 22,515 new jobs. The bulk of the capital investments were in manufacturing, representing 93% of the total. The five industries with the most announced capital investments last year were chemicals, textiles, rubber/plastics, electronic equipment, and machinery.

Several pieces of legislation were passed in 1987 that have an affect on economic development in the state. The Freedom of Information Act contains provisions that protect certain economic development documents from public scrutiny. The Highway Fund Act calls for a $.03 levy on wholesale gasoline by Jan. 1, 1989, with the generated funds to be used for the state highway department's strategic highway plan. In addition, the state corporate tax was decreased 1%, from 6% to 5%.

Virginia. According to James C. Ruehrmund, Jr., an economist at the Virginia Department of Economic Development, "Last year was a banner year for the Virginia economy. The employment rate dropped well below 5%, and we had the largest number of new jobs announced in new and expanding plants since 1973." Specifically, employment was at 3.9% as of Oct. 1987 and a total of 19,456 new jobs were created.

Some of the larger manufacturing companies that announced plans to locate in Virginia in 1987 included AMF Bowling Companies, which will employ 225 people in Hanover County; Dotson Wheel Corp., which will employ 200-300 people in Saltville; Hills Brothers Coffee Inc., which will bring 350-400 new jobs to Suffolk; McKee Baking Company, which will employ 200-500 people in Augusta County; and Sumitomo Machinery Corp. of America, which will increase employment by up to 500 in Chesapeake.

Major nonmanufacturing activity in 1987 included a new distribution center for CVN Companies in Suffolk, creating jobs for 1,000; expansion of corporate headquarters for the Federal Home Loan Mortgage Corp., adding 650 jobs in Tysons Corner; and expansion of Mobile Corp.'s world headquarters in Fairfax County, adding to the area's employment by 1,000 to 1,500.

West Virginia. West Virginia is making a steady recovery from the recession of the early 1980s, when coal and steel industries cut back and unemployment was in the double digits.

The figures released for 1987 showed how far the state has come. For example, $1,637 billion in business investment was created. Ten venture-capital companies were formed between July 1986 and Jan. 1988 with a total capitalization level of $11.6 million. Business incorporations were up 41.3% from 1986. Business failures were down 17.4% from 1986. Unemployment decreased 47% from Jan. 1985 to Jan. 1988—the largest decrease in the U.S. in that period.

Tax incentives initiated in 1987 included an amendment to the "Super Tax Credit." A small-business investment and jobs expansion tax credit has been added, which allows a small business that creates 10+ new jobs to be eligible for a 30% tax credit on its qualified investment.

Another tax incentive in 1987 involved phase-in of the Freeport Tax Exemption, which began in July. This will allow goods in transit to an out-of-state destination to be exempt from local ad valorem property taxes when warehoused in West Virginia. ☐

When you contact
industrial developers
listed in

PLANT
LOCATION

tell them
where you saw
their name

DOVER
DELAWARE

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives — municipal, county & state
- Industrial revenue bond financing
- SBA 503 financing
- SBA 7(a) Financing
- Municipal and county revolving loan program
- Job training assistance
- Available property inventory

Tax rates:

Corporate income tax	8.7%
Personal income tax (1987)	1.0%-8.8%
Sales tax	none
Franchise & incorp. tax	varies
Inventory tax	none
Personal property tax	none
Gasoline tax	$.13/gal.

Advanced education facilities

Four-year colleges & universities	5
Two-year or junior colleges	4
Vocational & business schools	50

Medical facilities:

Hospitals	12
Clinics	18

Labor analysis:

Civilian labor force	331,760
High school graduates	5,791

For additional labor market information, contact Douglas M. Clendaniel, Dir. of Research, Delaware Dev. Office, 99 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4271

Environment controls:

Air pollution: Robert Touhey, Dir., Div. of Air & Waste Mgt., 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4764

Water pollution: R. Wayne Ashbee, Dir., Div. of Water Resources, 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4860

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
DELAWARE	595.2	630.1
Newark	25.2	NA
Wilmington	70.2	70.4

Metropolitan Statistical Area (MSA)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
*Wilmington, DE/NJ/MD	524.1	548.3

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE		
69.5	40.0	11.42
Wilmington		
59.0	41.1	12.96

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
DELAWARE		
330.0	9.3	2.8
Wilmington		
286.2	8.8	3.1

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
17.8	NA	NA
MANUFACTURING		
72.1	41.1	9.84
DURABLE GOODS		
20.0	42.0	11.04
Primary metal industries-SIC 33		
1.8	42.1	9.65
Fabricated metal products-SIC 34		
1.8	38.0	8.78
Machinery & transp. equip.-SIC 35		
NA	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Marl, greensand	(1)	4
Sand & gravel (construction)	1,400	3,700
Total 1986 (preliminary; excludes the value of magnesium compounds)		3,704

* thousand short tons

(1) less than ½ unit

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Wilmington	31	76	4986	1015

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Newark 1, 2 (Philadelphia, PA)
Wilmington 1, 2 (Philadelphia, PA)

Railroads

1. Conrail
2. CSX Transportation

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Newark — 2e, 1g
Wilmington — 1eg

1. Delmarva Power & Light Co.
   800 King St., P.O. Box 231
   Wilmington 19899
2. Newark Electric Dept.
   P.O. Box 390, Newark 19711

DEVELOPMENT COUNSELORS:

State Development Agency

Sullivan, Do[illegible]., Bus. Dev.
Delaware Dev. Off.
99 Kings Hwy., P.O. Box 1401
Dover, 19903
302/7[illegible]4271

Areas & Others

Dover

Wolfensberg, Daniel W., Dir.
Forward Central Del. Comm.
Ste. 2 B, Treadway Twrs., 19901
302/678-3028

Hockersmith, Paul J., C.I.D.
Econ. Dev. Mgr.
Delmarva Power & Light Co.
800 King St., P.O. Box 231, 19899
302/429-3160

Wilmington

Burawski, Donald V., Pres.
New Castle Cty. Econ. Dev. Corp.
1 Commerce Ctr., Ste. 500, 19801
302/656-5050

IN DELAWARE, WE CAN CUT IT WHEN IT COMES TO RED TAPE.

In a new location, a government that cuts the confusion is crucial to your business. In Delaware, we simplify the start-up process by making decisions quickly and fairly with a minimum of red tape. In fact, you'll find easy access to the key decision-makers with expertise in your area of business.

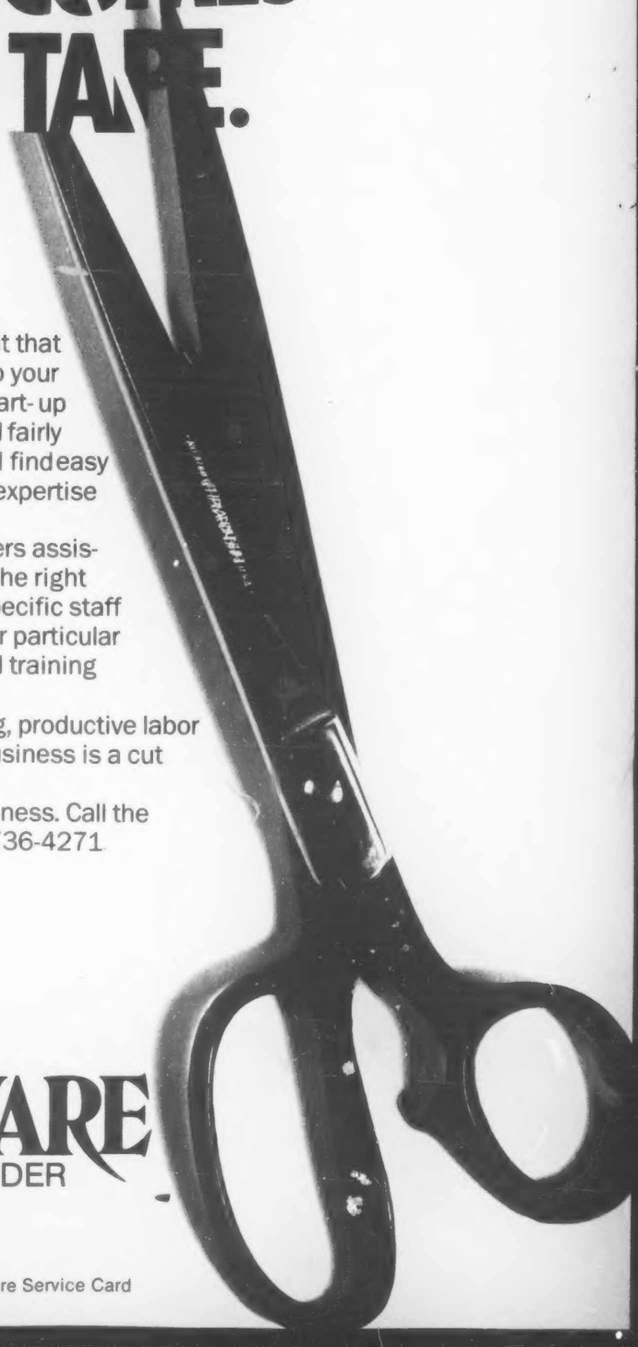
The Delaware Development Office offers assistance such as facilitating contacts with the right government officials, determining the specific staff and skill requirements necessary for your particular business, and arranging recruitment and training services suited to your specifications.

Add a strategic location, and a growing, productive labor force, and you'll discover Delaware for business is a cut above the rest.

Find out more about Delaware for business. Call the Delaware Development Office at (302) 736-4271

DELAWARE
SMALL WONDER

Circle 26 on Brochure Service Card



LABOR POOL

In Broward County, Florida, there are two kinds of pools. You can swim in the first kind, and you can select skilled, enthusiastic workers from the other.

That's only a part of the reason South Florida's Broward County is one of the fastest growing and most desirable metropolitan areas in the nation. We're also committed to building a community where your business can grow while your family enjoys the kind of lifestyle you've always wanted for them.

For information about why more businesses are moving to Broward, call James A. Garver, President, Broward Economic Development Board, at (305) 524-3113 or write to One East Broward Boulevard, Suite 1604, Fort Lauderdale, FL 33301.

We're Building A Future
For Your Family. And Your Business.

Broward County, Florida

Circle 27 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds for headquarters, warehouse/ distribution, manufacturing, R&D parks, pollution control, etc.
- Tax incentives for creation of jobs & industrial investment
- Funds to build or improve roads for industry in specific areas
- Long-term financing for small business through Florida First Capital Finance Corp.
- Special state & local vocational/ technical job training for industry
- Machinery & equipment sales tax exemptions for manufacturing
- Free port law
- Local option abatement of ad valorem taxes up to a ten-year period
- University-related R&D parks
- Eight foreign trade zones
- No state property tax
- No corporate franchise tax
- Repealed services tax
- No personal income tax

Tax rates:

Corporate income tax of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption	5.5%
Personal income tax	none
Property tax	varies locally
Sales tax	6%
Incorporation tax	graduated
Franchise tax	none
Inventory tax	none
Gasoline tax $.097/gal. (Optional local taxes $.01 — $.06 additional)	

Advanced education facilities:

Four-year colleges & universities	118
Two-year community colleges	28
Vocational & business schools	384

Medical facilities:

Hospitals	274
Clinics	NA

Labor analysis:

Civilian Labor force	5,902,000
High school graduates	81,508

For additional labor market information, contact Dept. of Labor & Employ. Security, Bureau of Labor Market Information, 203 Marathon Building, Tallahassee, FL 32399-2000

Office of the Sec'y: 904/488-4398
Div. of Labor Employ. & Training: 904/488-7228
Bureau of Labor Market Information: 904/488-1048
Div. of Unemploy. Comp.: 904/488-6093
Div. of Workers' Comp.: 904/488-2514

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
FLORIDA	9,740.0	11,740.6
Boca Raton	49.5	60.7
Boynton Beach	35.6	NA
Bradenton	30.2	38.0
Cape Coral	32.1	49.0
Clearwater	85.5	100.9
Coral Gables	43.2	42.7
Coral Springs	37.3	NA
Daytona Beach	54.2	60.8
Deerfield Beach	39.2	NA
Delray Beach	34.3	46.7
Dunedin	30.2	NA
Fort Lauderdale	153.3	155.8
Fort Myers	36.6	41.4
Fort Pierce	33.8	38.6
Gainesville	81.4	85.2
Hallandale	36.5	NA
Hialeah	145.3	167.0
Hollywood	117.2	127.0
Jacksonville	540.9	608.5
Lakeland	47.4	65.5
Lake Worth	27.0	NA
Largo	59.0	65.8
Lauderdale Lakes	25.4	NA
Lauderhill	37.3	NA
Margate	36.0	NA
Melbourne	46.5	58.2
Miami	346.9	385.9
Miami Beach	96.3	98.9
Miramar	32.8	NA
North Miami	42.6	44.3
North Miami Beach	36.5	NA
Ocala	37.2	47.0
Orlando	128.4	149.5
Palm Bay	NA	39.0
Panama City	33.3	37.3
Pembroke Pines	35.8	NA
Pensacola	57.6	65.6
Pinellas Park	32.8	NA
Plantation	48.5	55.0
Pompano Beach	52.6	69.2
Riviera Beach	26.6	NA
St. Petersburg	236.9	246.3
Sarasota	48.9	54.7
Sunrise	39.7	NA
Tallahassee	81.5	121.2
Tamarac	29.1	NA
Tampa	271.5	290.0
Titusville	31.9	41.6
West Palm Beach	62.5	71.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Bradenton	148.4	180.5
Daytona Beach	258.8	325.1
*Fort Lauderdale-Hollywood-Pompano Beach	1,018.0	1,167.8
Fort Myers-Cape Coral	205.3	279.0
Fort Pierce	151.2	207.1
Fort Walton Beach	109.9	142.6
Gainesville	151.3	199.3
Jacksonville	737.5	851.7
Lakeland-Winter Haven	321.7	373.9
Melbourne-Titusville-Palm Bay	273.0	361.7
*Miami-Hialeah	1,626.0	1,785.0
Naples	85.8	123.5
Ocala	122.5	172.6
Orlando	700.7	899.5
Panama City	97.7	120.2
Pensacola	289.8	340.3
Sarasota	202.3	251.2
Tallahassee	159.5	216.6
Tampa-St. Petersburg-Clearwater	1,614.0	1,916.2
West Palm Beach-Boca Raton-Delray Beach	573.1	760.7

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA	526.6	40.2	8.14
Fort Lauderdale-Hollywood-Pompano Beach	45.1	41.4	8.06
Jacksonville	5.7	41.1	8.92
Lakeland-Winter Haven	21.4	41.7	8.11
Miami-Hialeah	93.1	38.2	7.19
Orlando	53.4	39.7	8.63
Pensacola	11.4	40.2	9.87
Tampa-St. Petersburg-Clearwater	89.5	40.5	7.71
West Palm Beach-Boca Raton-Delray Beach	36.4	40.4	9.18

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	334.6	NA	NA
MANUFACTURING	515.2	41.3	7.86
DURABLE GOODS	308.5	42.4	7.94
Lumber & wood prods.-SIC 24	27.0	39.0	6.83
Furniture & fixtures-SIC 25	13.1	40.5	6.13
Stone, clay & glass prods.-SIC 32	23.8	47.9	8.42
Primary metal industries-SIC 33	5.2	42.7	9.04
Fabricated metal products-SIC 34	36.1	44.0	7.37
Machinery, except electrical-SIC 35	45.3	41.8	8.35
Electrical & electronic equip.-SIC 36	78.4	44.5	8.37
Transportation equipment-SIC 37	56.4	38.6	9.22
Instruments & related prods.-SIC 38	14.5	40.9	7.66
Misc. mfg. inds.-SIC 39	8.7	40.0	5.79

FLORIDA

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
FLORIDA	5,961.6	295.9	5.0
Daytona Beach	147.8	6.4	4.3
Fort Lauderdale-Hollywood-Pompano Beach	618.8	24.4	3.9
Fort Myers-Cape Coral	140.3	5.1	3.6
Gainesville	109.1	3.3	3.0
Jacksonville	453.9	22.7	5.0
Lakeland-Winter Haven	177.4	15.3	8.6
Melbourne-Titusville-Palm Bay	177.9	8.2	4.6
Miami-Hialeah	924.1	50.0	5.4
Orlando	574.2	24.1	4.2
Pensacola	153.1	8.5	5.6
Sarasota	116.7	3.8	3.3
Tallahassee	127.4	4.7	3.7
Tampa-St. Petersburg-Clearwater	971.3	43.9	4.5
West Palm Beach-Boca Raton-Delray Beach	402.2	20.6	5.1

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	410	22,800
Portland	3,100	144,200
Clays	636	43,599
Gem stones	NA	W
Peat	295	5,325
Sand & gravel:		
Construction	30,300	95,200
Industrial	2,100	11,500
Stone (crushed)	69,200	290,600
Combined value of lime, phosphate rock, rare-earth metal concentrates, staurolite, titanium concentrates (ilmenite and rutile), zircon concentrates, and value indicated by symbol W		837,299
Total 1986 (preliminary)		1,450,523

* thousand short tons

w withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Daytona Beach	58	81	900	2878
Fort Lauderdale	66	82	254	3933
Fort Myers	63	83	441	3699
Fort Pierce	63	81	500	3352
Gainesville	56	81	1069	2856
Hialeah	66	82	284	3815
Jacksonville	53	81	1402	2520
Key West	69	85	114	4756
Lakeland	61	82	618	3461
Melbourne	62	81	607	3225
Miami Beach	68	83	133	4150
Miami	67	82	199	4095
Orlando	61	82	656	3401
Pensacola	52	82	1571	2680
Pompano Beach	67	82	243	3957
St. Petersburg	62	83	545	3686
Tallahassee	52	81	1652	2492
Tampa	60	82	739	3324
Titusville	60	82	712	3184
West Palm Beach	65	82	262	3769

Area Wage Survey

Average straight-time hourly earnings

	Daytona Beach 8/86	Jacksonville 12/85	Miami 10/86	Gainesville 9/86
Office, professional, & technical				
Payroll clerks $	7.14	7.04	8.22	7.13
Accounting clerks	6.72	7.14	7.75	7.05
File clerks	NA	4.78	5.52	4.85
Typists	NA	5.57	6.45	NA
Key entry operators	5.73	6.88	7.11	NA
Secretaries	8.71	8.51	8.94	7.98
Stenographers	NA	10.52	NA	NA
Swtichbd opr-receptionists	5.67	5.68	6.00	5.48
Word processors	7.16	7.36	7.87	6.56
Drafters	10.50	9.29	9.88	9.22
Electronics technicians	10.71	9.18	13.90	11.75
Computer operators	7.89	8.47	9.25	7.49
Computer programmers (business)	NA	12.44	14.26	NA
Computer systems analysts	NA	15.92	17.41	14.38
Maintenance & powerplant				
Carpenters	NA	NA	8.79	NA
Electricians	11.68	13.55	11.24	NA
Engineers, stationary	NA	13.52	NA	NA
Machinists	NA	14.00	11.32	NA
Mechanics (machinery)	12.37	11.84	11.72	NA
Tool & die makers	NA	NA	NA	NA
Custodial & material movement				
Guards	3.95	4.15	5.01	NA
Janitors, porters & cleaners	4.66	3.88	4.28	4.65
Laborers, material handling	NA	7.90	6.11	6.13
Shippers & receivers	8.37	7.11	7.31	NA
Truckdrivers	8.67	8.52	8.88	11.29
Forklift operators	5.66	9.82	6.88	NA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boca Raton — 4e, 19g
Boynton Beach — 4e
Bradenton — 4e
Clearwater — 5e, 2g
Coral Gables — 4e, 1g
Coral Springs — 4e
Daytona Beach — 4e, 3g
Deerfield Beach — 4e
Delray Beach — 4e
Dunedin — 5e, 2g
Fort Lauderdale — 4e, 19g
Fort Myers — 4e
Fort Pierce — 7eg
Gainesville — 9e, 8g
Hallandale — 4e, 1g
Hialeah — 4e, 1g
Hollywood — 4e, 19g
Jacksonville — 12e, [illegible]g
Lakeland — 14e, 3g
Lake Worth — 15e
Largo — 5e, 2g
Lauderdale Lakes — 4e
Lauderhill — 4e
Margate — 4e
Melbourne — 4e, 1g
Merritt Island — 4e, 1g
Miami — 4e, 1g
Miami Beach — 4e, 19g
Miramar — 4e, 1g
North Miami — 4e, 1g, 19g
North Miami Beach — 4e, 1g, 19g
Ocala — 16e, 10g
Orlando — 17e, 3g
Panama City — 11e, 10g
Pembroke Pines — 4e
Pensacola — 11e, 18g
Pinellas Park — 5e
Plantation — 4e
Pompano Beach — 4e, 19g
Riviera Beach — 4e
St. Petersburg — 5e, 3g
Sarasota — 4e, 20g
Sunrise — 4e
Tallahassee — 21eg
Tamarac — 4e
Tampa — 22e, 19g
Titusville — 4e, 1g
West Palm Beach — 4e, 6g

1. City Gas Co. of Florida
955 E. 25th St., Hialeah 33013
2. Clearwater Gas System
P.O. Box 4749, Clearwater 33518-4749

3. Florida Gas Transmission Co.
1200 Travis St., P.O. Box 1188,
Houston, TX 77001
4. Florida Power & Light Co.
9250 W. Flagler St., Miami 33174
5. Florida Power Corp.
3201 34th St. S., Box 14042
St. Petersburg 33733
6. Florida Public Utilities Co.
401 S. Dixie Hwy., Drawer C,
W. Palm Beach 33402
7. Fort Pierce Util. Auth., Elec. Dept.
206 S. 6th St., Box 3191
Fort Pierce 33448;
Fort Pierce Util. Auth., Gas Dept.
101 Avenue C, Box 3191, Fort Pierce
33448
8. Gainesville Gas Co.
530 W. University Ave., Gainesville
32601
9. Gainesville Regional Utilities
P.O. Box 490, Station 16, Gainesville
32602
10. Gulf Natural Gas Co.
301 Maple Ave., Panama City 32401
11. Gulf Power Co.
500 Bayfront Pkwy., Box 1151
Pensacola 32520-1151
12. Jacksonville Electric Authority
233 W. Duval, Box 53015
Jacksonville 32202
13. Key West Utility Bd.
1001 James St., P.O. Box 6100
Key West 33040
14. Lakeland Dept. of Elec. & Water
Utilities
1000 E. Parker St., Lakeland 33801
15. Lake Worth Utilities
114 College St., Lake Worth 33460
16. Ocala Electric Utility
P.O. Box 1270, Ocala 32678
17. Orlando Utilities Comm.
500 S. Orange Ave., Box 3193
Orlando 32802
18. Pensacola, Energy Services of
1625 Atwood Dr., Pensacola 32504
19. Peoples Gas System, Inc.
215 E. Madison St., P.O. Box 2562,
Tampa 33601
20. Southern Gas Co.
1565 State St., Sarasota 33578
21. Tallahassee Electric Dept.
300 S. Adams St., Tallahassee
32301; Tallahassee Munic. Gas
System, 2602 Jackson Bluff Rd.,
Tallahassee 32304
22. Tampa Electric Co.
702 N. Franklin St., P.O. Box 111
Tampa 33601

Utility serving cities under 25,000:

Seminole Elec. Co-op, Inc.
William Walbridge, Gen. Mgr.
P.O. Box 272000, Tampa 33688
813/963-0994

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boca Raton 3, 4 (Ft. Lauderdale)
Boynton Beach 3, 4 (West Palm Beach)
Bradenton 3 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 3 (St. Petersburg)
Coral Gables 3 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 4, 20, 30, 36, 37, 39, 41, 63
Deerfield Beach 3, 4 (Ft. Lauderdale)
Delray Beach 3, 4 (W. Palm Beach)
Dunedin 3 (St. Petersburg)
Fort Lauderdale 3, 4, 7, 16, 17, 20, 29, 30, 32, 34, 37, 39, 41, 47, 58, 59, 63-66, 71-74, 78
Fort Myers 3, 20, 21, 34, 37, 41, 42, 47, 58, 59, 72-74
Fort Pierce 4, 39
Gainesville 3, 38, 41, 42, 63, 64
Hallandale 3, 4 (Ft. Lauderdale)
Hialeah 3, 4 (Miami)
Hollywood 3, 4 (Fort Lauderdale)
Jacksonville 3-6, 20, 34, 37, 41, 42, 63, 64, 72-74
Lakeland 3 (Tampa)
Lake Worth 3, 4 (W. Palm Beach)
Largo 3 (St. Petersburg)
Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 4, 20, 36, 37, 39, 41, 42, 64
Merritt Island (Melbourne)
Miami 3, 4, 6-15, 17, 19, 20, 22-28, 30-34, 37, 40-42, 44-49, 51-59, 61-65, 67-77
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 4 (Miami)
No. Miami Beach 4 (Miami)
Ocala 3 (Gainesville)
Orlando 3, 18, 20, 21, 25, 27, 34, 35, 37, 39, 41, 42, 44, 47, 50, 58, 59, 61, 63, 64, 66, 72-74
Panama City 1, 35, 38, 43, 59
Pembroke Pines (Ft. Lauderdale)
Pensacola 2, 3, 34, 35, 37, 41, 60, 63, 64
Pinellas Park 3 (St. Petersburg)
Plantation Park (Ft. Lauderdale)
Pompano Beach 3, 4 (Ft. Lauderdale)
Riviera Beach 3, 4 (W. Palm Beach)
St. Petersburg 3, 20, 47
Sarasota 3, 16, 20, 30, 34, 36, 37, 41, 42, 47, 59, 72, 73
Tallahassee 3, 37, 38, 41-43, 63, 64
Tamarac (Ft. Lauderdale)
Tampa 3, 11, 13, 20, 25, 27, 30, 31, 34, 35, 37, 41, 42, 47, 58, 59, 61, 63, 64, 72-74
Titusville 4 (Orlando)
West Palm Beach 3, 4, 7, 15, 20, 30, 34, 37, 41, 42, 47, 58, 59, 63, 64, 72-74

Railroads

1. Atlanta & St. Andrews Bay Railway
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Florida East Coast Railway Co.
5. Illinois Central Gulf R.R. Co.
6. Norfolk Southern Corp.

Airlines

7. Aero Coach Avia Intl.
8. Aerolineas Argentinas
9. AeroMexico
10. Aeroperu
11. Air Canada
12. Air France
13. Air Jamaca
14. Air Panama Int'l
15. Air South
16. Air Sunshine
17. Airways Int'l
18. Allegheny Commuter
19. ALM-Antillean
20. American
21. American Trans Air
22. Avensa
23. Avianca
24. Aviateca
25. Bahamasair
26. Braniff
27. British Airways
28. BWIA Int'l
29. Canadian Airlines Intl. Ltd.
30. Caribbean Express
31. Cayman Airways
32. Chalks Int'l
33. Challenge Air Intl.
34. Continental
35. Continental Express-Air New Orleans
36. Continental Express-Presidential Airways
37. Delta
38. Delta Connection-Atlantic Southeast
39. Delta Connection-Comair
40. Dominicana
41. Eastern
42. Eastern Express-Bar Harbor
43. Eastern Express-Metro
44. Ecuatoriana
45. El Al
46. Faucett
47. Florida Express
48. Guyana Airways
49. Iberia
50. Icelandair
51. Lasca
52. Ladeco-Linea Aerea Del Cobre
53. Lan Chile S.A.
54. LAP
55. Lloyd Aereo Boliviano
56. Lufthansa
57. Mexicana
58. Midway Airlines, Inc.
59. Northwest
60. Northwest Airlink
61. Pan American
62. PBA-Provincetown-Boston
63. Piedmont
64. Piedmont Regional-Henson
65. Pro Air Services
66. Suncoast Airlines
67. Surinam Airways
68. Taca SA
69. Tan
70. Tropical Airways
71. Tropical Helicopter
72. TWA
73. United
74. USAir
75. Varig
76. Viasa
77. Virgin Atlantic Airways
78. Walkers Int'l

DEVELOPMENT COUNSELORS:

State Development Agency

Bush, Jeb, Secy. of Comm.
Florida Dept. of Comm.
501 Collins Bldg., Tallahassee, 32399-2000
904/488-3104

NOTE: Please be advised that some (305) area codes in Florida have been changed to (407) and have not been corrected in this section.

Areas & Others

Chipley
Ellis, O. L., Jr., Exec. Dir.
Washington Cty. Chamber of Comm.
P.O. Box 457, 32428
904/638-4157 or 4673

Cocoa
McCauley, John, Exec. Dir.
Brevard Econ. Dev. Council
1519 Clearlake Road, 32922
305/632-1740, ext. 4790

Coral Springs
David, Robert G., Dir.
City of Coral Springs
9551 W. Sample Rd., 33065
305/344-1075

Daytona Beach
Richmond, David, Exec. Dir.
Volusia Cty. Bus. Dev. Corp.
101 Corsair Dr., Ste. 103, 32014
904/255-8888

Fort Lauderdale
Garver, James A., Pres.
Frey, Michael V., Sr. V.P.
Broward Econ. Dev. Bd.
1 E. Broward Blvd., Ste. 1604, 33301
305/524-3113

Ft. Myers
Potter, Andre W., Exec. Dir.
Lee County Ind. Dev. Auth.
P.O. Drawer 910, 33902
813/335-2346

Ft. Walton Beach
Olson, Donna, Dir.
Committee of 100
Okaloosa County, Inc.
81 Beal Pkwy., S.E. 32548
904/243-5812

Gainesville
Olin, James, Dir.
Area Chamber of Comm.
P.O. Box 1187, 32602
904/372-4305

Jacksonville
Nash, Lamar, V. P.
Bellemead Dev. of Florida, Inc.
6622 Southpoint Dr. S., 32216
904/737-1088

Kissimmee
McCarty, William L., Mgr.
Osceola Cty. Comm. of 100
320 E. Monument Ave., 32741
305/847-3174

Lakeland
Thrasher, Richard
Committee of 100
Lakeland Chamber of Comm.
P.O. Box 3538, 33802
813/687-3788

Largo
Castoro, William M., Exec. Dir.
Pinellas Cty. Ind. Council
2300 Tall Pines Dr., Ste. 113
P.O. Box 1491, 34649
813/539-0200

Miami
Haley, John H., Jr., Exec. Dir.
Dade Cty. Ind. Dev. Auth.
Airport Exec. Tower #2
7270 N.W. 12th St., Ste. 160, 33126
305/591-9881

Orange Park
DeLand, Paul, Exec. Dir.
Clay Cty. Econ. Dev. Council
1718 Kingsley Dr., 32073
904/264-7373

Orlando
Lamsems, David
Orlando Central Park
7101 Lake Ellenor Dr., 32809
305/855-7972
Harris, Roy L., Jr., Pres.
Ind. Div. Cmsn. of Mid-Fla., Inc.
P.O. Box 2144, 32802
305/422-7159
Zepp, Butch, Sales Dir.
Southea[illegible] Investment Properties
933 Lee Rd., Ste. 400, 32810
407/629-6660

Palm Coast
Nye, Avery, Dir., Ind. Dev.
ITT/CDC - Palm Coast
1 Corporate Dr., 32051
904/445-2672

Pensacola
McLemore, Harry K., C.I.D., Exec. Dir.
Pensacola-Escambia Dev. Cmsn.
803 N. Palifox St., 32501
904/433-3065
Whalen, Beth, Staff V.P.
Pensacola Area Chamber of Comm.
P.O. Box 550, 32593
904/438-4081

Sebring
Neale, Betty, Exec. Dir.
Highland Cty. Office of Econ. Dev.
P.O. Box 1678, 33871
813/385-1025

St. Petersburg
Schons, Edward L., Econ. Dev. Mgr.
Florida Power Corp.
P.O. Box 14042, 33733
813/866-5211

Tampa
Daigle, D. James, Exec. Dir.
Tampa Committee of 100
801 E. Kennedy Blvd., 33602
813/228-7777

ATLANTA
GEORGIA

STATE INFORMATION:

Assistance to industry:

- Building location
- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training
- 90-day, one-stop fed. & state environ. permitting

Tax rates:

Corporate income tax	6%
Personal income tax	1%-6%
Sales tax	3%-5%
Incorporation tax	based on net worth (min. $10, max. $5,000)
Franchise tax	function of apportioned net worth; maximum tax is $5,000
Inventory tax	varies by county
Gasoline tax	7½% per gal.

Advanced education facilities:

Four-year colleges & universities	38
Two-year or junior colleges	23
Vocational & technical schools	33

Medical facilities:

Hospitals	221

Labor analysis:

Civilian labor force	3,014,000
High-school grads	58,654 per year

For additional labor market information, contact Georgia Dept. of Labor, Labor Information Systems, 254 Washington St., S.W., Atlanta, GA 30334, 404/656-3178

Environment controls:

Air & water pollution: Environ. Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta, GA 30334, 404/656-4713

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
GEORGIA	5,464.3	6,124.0
Albany	73.9	85.3
Athens	42.5	43.6
Atlanta	425.0	445.0
Augusta	47.5	47.4
Columbus	169.4	177.6
East Point	37.5	NA
Macon	116.9	120.7
Marietta	30.8	42.4
Rome	29.7	NA
Savannah	141.6	149.9
Valdosta	37.6	NA
Warner Robins	39.9	45.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Albany	112.7	118.9
Athens	130.0	143.0
Atlanta	2,138.0	2,543.2
Augusta, GA/SC	327.4	390.8
Chattanooga, TN/GA	426.5	433.7
Columbus, GA/AL	239.2	248.1
Macon–Warner–Robbins	264.0	282.7
Savannah	230.7	238.5

LABOR:

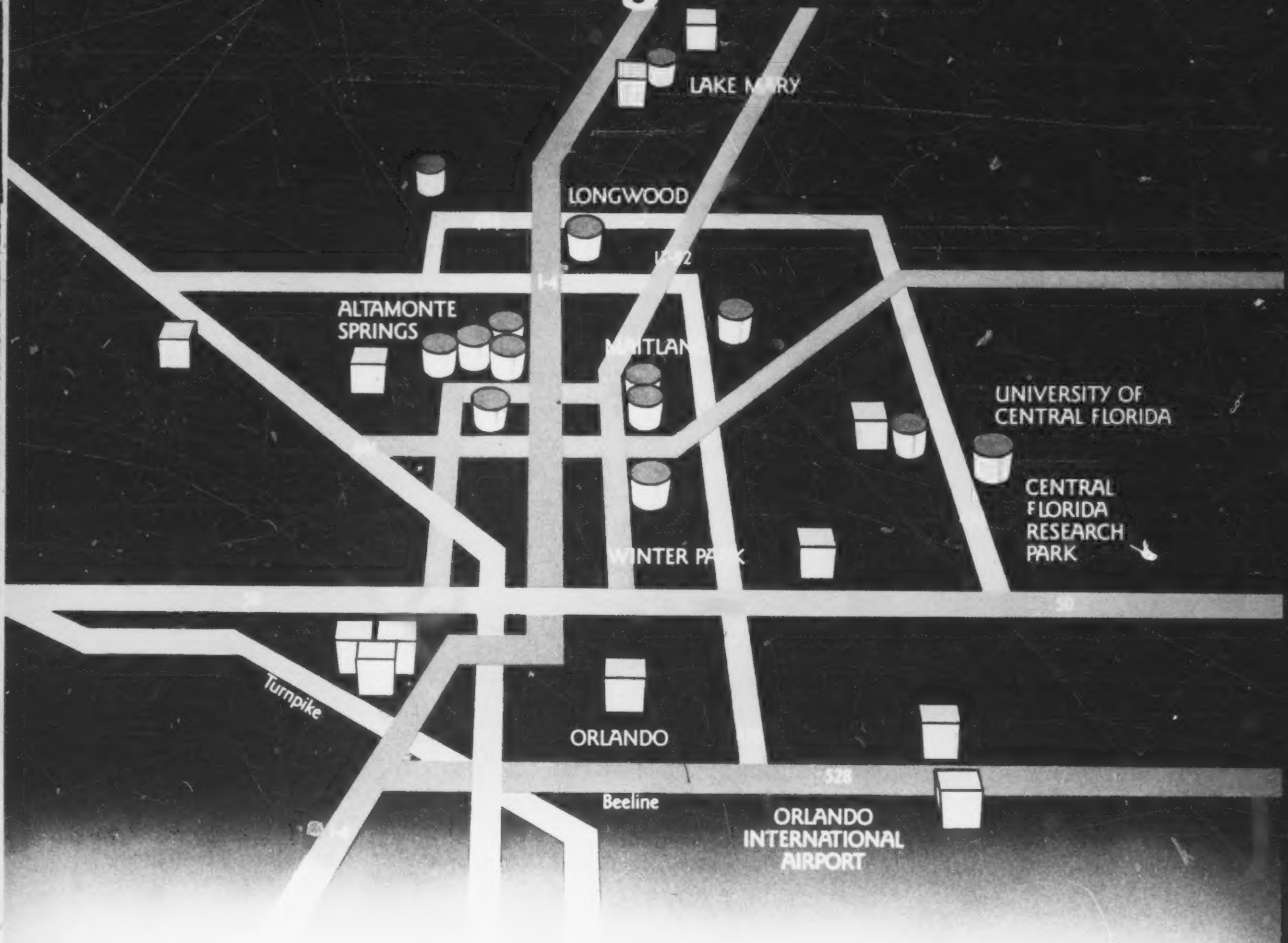
Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA	572.7	42.6	8.48
Atlanta	192.0	42.4	10.17
Savannah	17.2	45.3	11.02

*preliminary figures for production workers

Addressing The Future


LAKE MARY
LONGWOOD
I-4
17-92
ALTAMONTE SPRINGS
MAITLAND
UNIVERSITY OF CENTRAL FLORIDA
CENTRAL FLORIDA RESEARCH PARK
WINTER PARK
50
Turnpike
ORLANDO
528
Beeline
ORLANDO INTERNATIONAL AIRPORT

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●
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QUADRANGLE Commerce
Center
Sabal Center
933 Building
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15

GEORGIA

Area Wage Survey

Average straght-time hourly earnings

	Atlanta 5/86
Office, professional, & technical	
Payroll clerks	$ 8.04
Accounting clerks	7.90
File clerks	6.13
Typists	6.88
Key entry operators	7.09
Secretaries	10.41
Switchbd opr-recept's	6.56
Word processors	8.59
Drafters	10.77
Electronics technicians	13.58
Computer operators	9.81
Computer programmers	13.68
Computer systems analysts	17.06
Maintenance & powerplant	
Carpenters	13.50
Electricians	14.31
Engineers, stationary	12.51
Machinists	14.87
Mechanics (machinery)	11.18
Tool & die makers	14.03
Custodial & material movement	
Guards	5.49
Janitors, porters & cleaners	4.50
Laborers, mat'l handling	8.25
Shippers & receivers	9.44
Truckdrivers	8.90
Forklift operators	9.14

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	145.6	NA	NA
MANUFACTURING	554.3	40.6	8.02
DURABLE GOODS	217.6	42.0	8.96
Lumber & wood prods.-SIC 24	35.3	41.1	5.99
Furniture & fixtures-SIC 25	11.9	39.3	5.75
Stone, clay, & glass prods.-SIC 32	19.7	41.4	8.43
Primary metal industries-SIC 33	16.5	40.7	8.81
Fabricated metal products-SIC 34	20.6	43.0	8.08
Machinery, except electrical-SIC 35	25.6	41.0	9.31
Electrical & electronic equip.-SIC 36	27.0	44.9	9.80
Transportation equipment-SIC 37	48.8	43.3	13.14

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
GEORGIA	3,082.5	155.9	5.1
Albany	55.9	4.6	8.3
Athens	74.6	3.0	4.0
Atlanta	1,451.5	64.6	4.4
Augusta	174.8	8.9	5.1
Columbus	98.2	5.7	5.8
Macon-Warner Robins	127.2	6.0	4.7
Savannah	108.2	6.1	5.6

*preliminary figures

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albany	49	81	2062	2396
Athens	42	79	2965	1680
Atlanta	42	79	3021	1670
Augusta	45	81	2568	1935
Columbus	46	81	2356	2152
Macon	47	81	2279	2217
Rome	42	78	3122	1601

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	9,508	652,922
Gem stones	NA	W
Sand & gravel:		
Construction	5,400	14,600
Industrial	600	6,100
Stone:		
Crushed	56,400	289,200
Dimension	199	20,678
Talc and pyrophyllite	15	140
Combined value of barite, cement, feldspar, iron oxide pigments (crude), kyanite, mica (scrap), peat, and values indicated by symbol W		79,402

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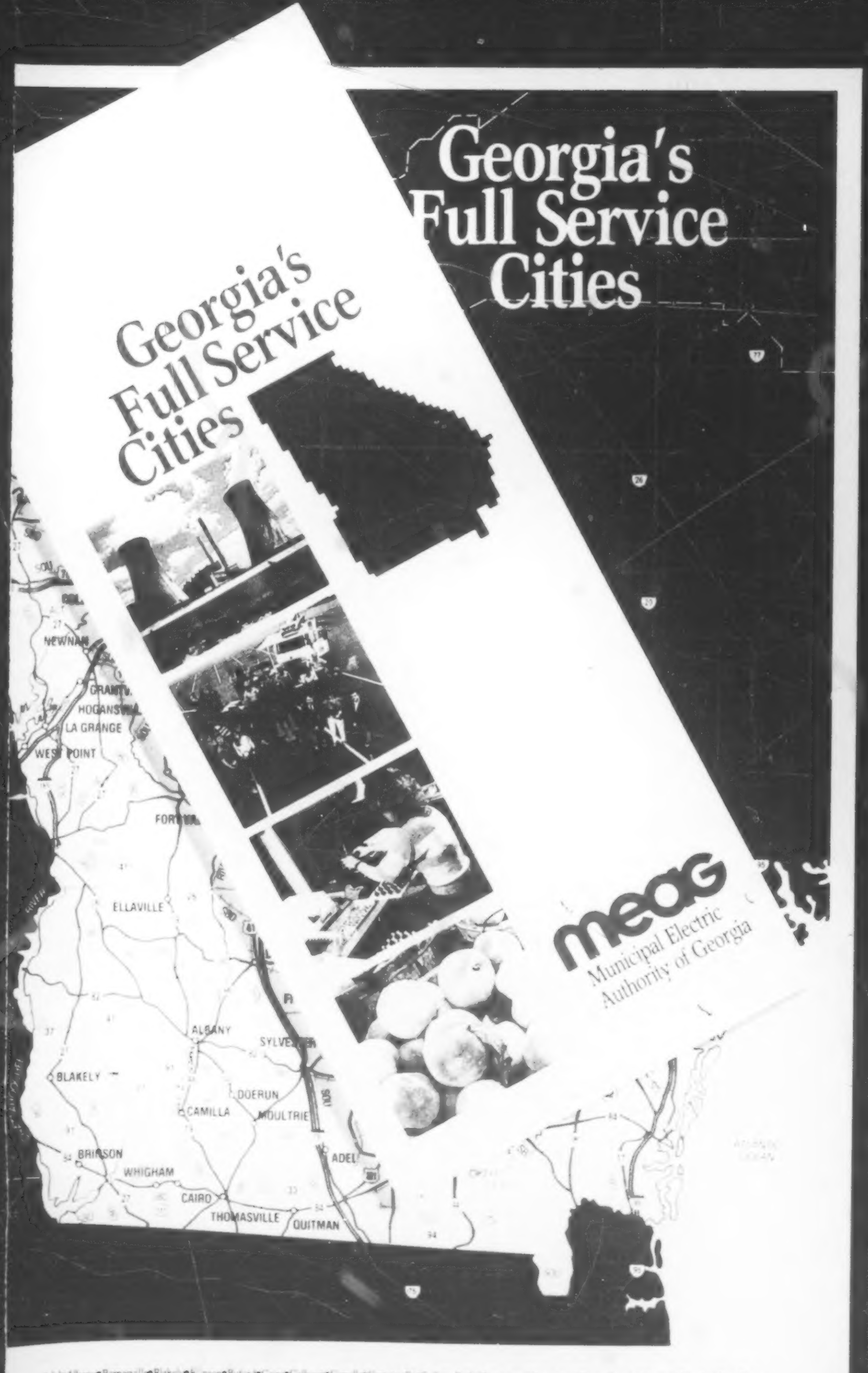
Atlanta Gas Light Company
Georgia Natural Gas Company – Savannah Gas Company

Circle 29 on Brochure Service Card

Georgia's Full Service Cities And How To Find Them.


Georgia's Full Service Cities
Georgia's Full Service Cities
meag
Municipal Electric Authority of Georgia
NEWNAN
GRANTVILLE
HOGANSVILLE
LA GRANGE
WEST POINT
FORSYTH
ELLAVILLE
ALBANY
SYLVESTER
BLAKELY
DOERUN
CAMILLA
MOULTRIE
BRINSON
WHIGHAM
ADEL
CAIRO
THOMASVILLE
QUITMAN

Adel•Albany•Barnesville•Blakely•Brinson•Buford•Cairo•Calhoun•Camilla•Cartersville•College Park•Commerce•Covington•Crisp County•Doerun•Douglas•East Point
Elberton•Ellaville• Fairburn•Fitzgerald•Forsyth•Fort Valley• Grantville•Griffin•Hogansville•Jackson•LaFayette•LaGrange•Lawrenceville•Mansfield•Marietta
Monroe•Monticello•Moultrie•Newnan•Norcross•Oxford•Palmetto•Quitman•Sandersville•Sylvania•Sylvester•Thomaston•Thomasville•Washington•West Point• Whigham

Circle 30 on Brochure Service Card

Finding the right home for your new plant or industry takes careful planning and consideration. And you want to look closely at all of the options... all of the possibilities.

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No multiple contracts. No multiple hassles. Just full, reliable service. Plus all the benefits of Georgia's business climate, strong workforce... and lifestyle.

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Georgia's Full Service Cities

The Communities Of

meag

MUNICIPAL ELECTRIC AUTHORITY OF GEORGIA
1470 Riveredge Parkway, N.W.
Atlanta, Georgia 30328, (404) 952-5445

GEORGIA

Total 1986 (preliminary) 1,063,042

* thousand short tons

W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 1eg, 6e
Athens — 6e, 2g
Atlanta — 6e, 2g
Augusta — 6e, 2g
Columbus — 6e, 9g
East Point — 4e, 6e, 2g
Macon — 6e, 2g
Marietta — 6e, 7e, 2g, 3g
Rome — 6e, 2g
Savannah — 8e, 2g
Valdosta — 6e, 2g
Warner Robins — 5e, 10g

1. Albany Water, Gas & Light Cmsn.
   207 Pine Ave., Albany 31703
2. Atlanta Gas Light Co.
   235 Peachtree St., N.E., P.O. Box 4569, Atlanta 30302
3. Austell Natural Gas System
   2838 Washington St., Austell 30001
4. East Point Electric Utilities Dept.
   City Hall Annex, East Point 30344
5. Flint Electric Membership Corp.
   P.O. Box 308, Reynolds 31076
6. Georgia Power Co.
   333 Piedmont Ave., N.E., Atlanta 30308
7. Marietta Bd. of Lights & Water Wks.
   205 Lawrence St., Marietta 30060
8. Savannah Elec. and Power Co.
   600 Bay St. E., Savannah 31402
9. United Cities Gas Co.
   5300 Maryland Way, Brentwood, TN 37027
10. Warner Robins City Gas System
    700 Watson Blvd., Warner Robins 31093

Utility serving cities under 25,000:

Oglethorpe Power Corp.
F.F. (Bud) Stacy, Jr., Mgr.
2100 E. Exchange Pl., Box 1349
Tucker 30085
404/496-7600

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 3, 13, 16
Athens 1, 3, 26
Atlanta 1-10, 12-25, 27-31
Augusta 1, 3, 12, 13, 16, 25, 26
Columbus 1-3, 12, 13, 16
East Point 1, 3 (Atlanta)
Macon 1-3, 13, 16
Marietta 1 (Atlanta)
Rome 3 (Atlanta)
Savannah 1, 3, 6, 11, 12, 14, 25, 30
Valdosta 1-3, 13
Warner Robins 3 (Macon)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway System

Airlines

4. Aeromexico
5. Air Jamaica
6. American
7. Bahamasair
8. British Caledonia
9. Cayman Airways
10. Continental
11. Continental Express-Presidential Airways
12. Delta
13. Delta Connection-Atlantic Southeast
14. Eastern
15. Eastern Express-Atlantis
16. Eastern Express-Metro
17. Japan Air Lines
18. KLM
19. Lufthansa
20. Metro Airlines
21. Midway Airlines, Inc.
22. Midwest Express
23. Northwest
24. Pan American
25. Piedmont
26. Piedmont Commuter-CCAir
27. Sabena
28. Swissair
29. TWA
30. United
31. US Air

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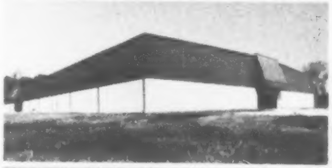
- 23 foot clear ceiling height
- For sale or lease
- Interstate 95—one mile
- Savannah International Airport—four miles

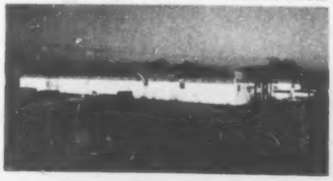


72,000 Square Foot Industrial Building

- Suitable for research and development center
- Building on 9.22 acres
- Dock facilities with four overhead doors
- 24 hour time clocks that provide optimum energy conservation
- Protected with 8' chain link fence

122,944 Square Foot Industrial Building

- 25 acres
- Cranes—1 @ 3.5 tons; 5 @ 2.5 tons
- Fully sprinklered
- Rail spur—Norfolk Southern
- Interstate 95—two miles
- Port of Savannah CONTAINERPORT—two miles



Savannah Economic Development Partnership

P.O. Box 128 • Savannah, Georgia 31402-0128
(912) 233-9606

Circle 31 on Brochure Service Card

DEVELOPMENT COUNSELORS:

State Development Agency

Berry, George, Cmsr.
Cummings, Pepe, Mktg. Dir., Econ. Dev.
Georgia Dept. of Ind. & Trade
230 Peachtree St., N.W.
P.O. Box 1776, Atlanta, 30301
404/656-3556
404/656-7795

Areas & Others

Atlanta

Pinson, J. L., Dir.
Ind. Dev. Dept.
Norfolk Southern
125 Spring St., S.W., 30303
404/529-1591

Burton, Parks W.
Atlanta Gas Light Co.
P.O. Box 4569, 30302
404/572-0844

Cornell, W, Glen Sr., C.I.D., V.P.
Citizen & Southern Natl. Bank
35 Broad St.
P.O. Box 4899, 30302
404/581-3370

Hull, Daniel, Econ. Dev. Mgr.
Metro Elec. Auth. of Ga. (MEAG)
1470 Riveredge Pkwy., N.W., 30328
404/952-5445

Newland, James T., Reg. Mgr.
Armco Bldg. Sys.,
Bldg. Technologies Corp.
5550 Peachtree Pwy.

Martin, James L., Ind. Dev. Mgr.
Industrial Development Dept.
Georgia Power Company
P.O. Box 4545, 30302
404/526-2586

Stokley, Donald, Pres.
Munic. Elec. Auth. of Ga.
1470 Riveredge Pkwy., 30328
404/952-5445

Cordele

Edenfield, L. M., Exec. Dir.
Cordele/Crisp County I.D.C.
P.O. Box 38, 31015-0038
912/273-9570

Darien

Frank, Betty M., Exec. Dir.
McIntosh Ind. Auth.
P.O. Box 896, 31305
912/437-6659

Douglas County

Jones, David
Development Authority of Douglas County
P.O. Box 395, 30133
404/942-5022

Decatur

Nolan, Nancy, Mgr. Econ. Dev.
DeKalb Chamber of Commerce
750 Commerce Dr., Ste. 201, 30030
404/378-8000

King, Lisa
Development Authority
Clayton Cty. Courthouse, 30236
404/477-3220

Macon

Gatlin, Charles R., C.I.D., Exec. Dir.
Forward Macon, Inc.
P.O. Box 207, 31202-0207
912/741-8017

Marietta

Sund, Roger K., Econ. Dev. Group Mgr.
Cobb Chamber of Comm.
P.O. Box COBB, 30065-2429
404/980-2000

Jennette, Susan, Mktg. Rep.
Marietta Board of Light & Water
P.O. Box 609, 30061
404/429-4262

Savannah

Knowlton, Richard D., Jr.
Pres. & C.E.O.
Savannah Port Authority
P.O. Box 128
42 E. Bay St., 31402

Shea, M. Kevin, V.P., Mktg.
Savannah Econ. Dev. Partnership
P.O. Box 128, 31402-0128
800/722-8044
800/262-8525 (GA)

Spartanburg

Frazer, Jack, V.P., Econ. Dev.
Spartanburg Area C. of C.
P.O. Box 1636, 29304
803/585-8722

Tucker

Riley, Joe, Mktg. Mgr.
Economic Development Dept.
Oglethorpe Power Corp.
P.O. Box 1349, 30085-1349
404/496-7639

MARYLAND-D.C.

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for industrial real estate, machinery, & equipment
- Small business surety bond financing
- Export financing for pre-export working capital and for shipments
- Mortgage guarantees for industrial real estate, machinery, & equip.
- Training assistance
- Foreign trade zones
- Enterprise zones

Tax rates:

Corporate income tax	7%
Personal income tax	2%-5%
Real property tax	$.21/$100
Sales tax	5% (no sales & use tax on mfg. machinery & equipment)
Incorporation tax	none
Franchise tax	none
Personal property tax	none
Inventory tax	none
Gasoline tax	$.185/gal.

Advanced education facilities:

Four-year colleges & universities	36 (+ 19 in D.C.)
Two-year or junior colleges	22
Vocational & business schools	230

Medical facilities:

Hospitals	55
Nursing & related care facilities	201

Labor analysis:

Civilian labor force	2,357,000 (1986)
Public high school graduates	57,440

For additional labor market information, contact Div. of Employ. & Training, 1100 N. Eutaw St., Baltimore, MD 21201, 301/383-5070

Environment controls:

Air pollution: George P. Ferreri, Dir., Air Mgt. Admin., Dept. of the Environ., 201 W. Preston St., Baltimore, MD 21201, 301/225-5235

Noise control: (same as Air Pollution)

Waste management: Ronald Nelson, Dir., Waste Mgt. Admin., Dept. of the Environ., 201 W. Preston St., Baltimore, MD 21201, 301/225-5647

Water pollution: Michael Kanowitz, Dept. of the Environ., 201 W. Preston St., Baltimore, MD 301/225-6300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MARYLAND	4,216.4	4,486.3
Annapolis	31.7	34.1
Baltimore	786.8	759.5
Bethesda	78.3	NA
Bowie	33.7	NA
Frederick	27.6	33.9
Gaithersburg	26.4	NA
Hagerstown	34.1	32.9
Rockville	43.8	48.0
DISTRICT OF COLUMBIA	637.7	620.0
Washington	637.7	620.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Baltimore	2,200.0	2,306.1
Cumberland, MD/WV	107.8	104.5
Hagerstown	113.1	114.6
Washington, DC/MD/VA	3,251.0	3,544.0
*Wilmington, DE/NJ/MD	524.1	548.3

*Primary Metropolitan Statistical Area (PMSA)

MARYLAND

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND	208.2	41.1	10.17
Baltimore MSA	130.9	42.3	10.87
DISTRICT OF COLUMBIA	15.9	NA	NA
Washington, D.C., MSA	85.9	38.6	10.84

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MARYLAND	2,399.9	93.0	4.0
Baltimore	1,156.8	49.1	4.5
DISTRICT OF COLUMBIA	340.3	21.9	6.4
Washington, D.C.	2,137.5	67.8	3.2

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Baltimore 8/86	Washington, DC/MD/VA 3/86
Office, professional, & technical		
Payroll clerks	$ 8.50	8.10
Accounting clerks	7.69	7.85
File clerks	6.64	6.34
Typists	7.46	7.00
Key entry operators	7.31	7.00
Secretaries	9.68	10.19
Stenographers	11.28	NA
Switchbd opr-recept's	6.18	7.30
Word processors	7.94	8.72
Drafters	11.03	9.06
Electronics technicians	13.35	13.55
Computer operators	9.58	9.77
Computer programmers	13.14	14.03
Computer systems analysts	16.96	16.08
Maintenance & powerplant		
Carpenters	12.59	12.52
Electricians	13.90	13.14
Engineers, stationary	13.70	13.73
Machinists	14.13	NA
Mechanics (machinery)	13.14	NA
Tool & die makers	14.00	NA
Custodial & material movement		
Guards	5.45	5.49
Janitors, porters, & cleaners	4.45	4.19
Laborers, mat'l hdlg	7.85	8.41
Shippers & receivers	8.19	8.52
Truckdrivers	10.20	10.64
Forklift operators	9.86	10.84

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	129.0	NA	NA
MANUFACTURING	217.1	40.3	9.73
DURABLE GOODS	115.5	41.9	10.78
Lumber & wood prods.-SIC 24	3.6	40.7	6.98
Furniture & fixtures-SIC 25	3.5	40.5	7.39
Stone, clay, & glass prods.-SIC 32	6.9	44.9	9.22
Primary metal industries-SIC 33	15.8	42.5	13.87
Fabricated metal products-SIC 34	8.6	42.2	9.25
Machinery, except electrical-SIC 35	17.8	40.8	11.33
Electrical & electronic equip.-SIC 36	40.0	41.4	9.30
Transportation equipment-SIC 37	14.3	43.0	12.91
Instruments & related prods.-SIC 38	3.1	40.3	8.50
Misc. mfg. industries-SIC 39	1.9	39.7	7.72

District of Columbia

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	13.3	NA	NA
MANUFACTURING	14.9	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Annapolis (Baltimore)
Baltimore 1, 2, 3, 9, 11, 13-16, 18, 20, 22, 24-28, 30, 33, 36, 37, 39-42, 44
Bethesda (Wash., D.C.)
Bowie 2 (Baltimore)
Cumberland 3, 24
Frederick 3 (Hagerstown)
Gaithersburg 3 (Wash., D.C.)
Hagerstown 2, 3, 5, 11, 39
Rockville 3 (Wash., D.C.)
Washington, D.C. 2-4, 6-45

Railroads

1. Baltimore & Annapolis R.R. Co.
2. Conrail
3. CSX Transportation, Inc.
4. Norfolk Southern Corp.
5. Norfolk and Western Railway Co.
6. Southern Railway System

Airlines

7. Aeroflot
8. Air France
9. Air Jamaica
10. Alaska Airlines
11. Allegheny Commuter
12. All Nippon Airways
13. American
14. American Eagle
15. America West
16. Braniff
17. British Airways
18. BWAI International
19. Challenge Air Intl.
20. Continental
21. Continental Express-Colgan Airways
22. Continental Express-PBA-Provincetown-Boston
23. Continental Express-Presidential Airways
24. Cumberland Airlines
25. Delta
26. Delta Connection-Business Express
27. Eastern
28. Icelandair
29. Lufthansa
30. Mexicana
31. Midway Airlines, Inc.
32. Midwest Express
33. Northwest
34. Pan American
35. Pan Am Air Partner-Colgan Airways
36. Pan Am Express
37. Piedmont
38. Piedmont Commuter-Brockway Air
39. Piedmont Commuter-Jetstream Intl.
40. Piedmont Regional-Henson
41. TWA
42. United
43. United Express-Air Wisconsin
44. USAir
45. Wings Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 6e
Bowie — 1e
Cumberland — 5e, 2g
Frederick — 5e, 3g
Gaithersburg — 6e
Hagerstown — 4e, 5e, 2g
Rockville — 6e
Washington, D.C. — 6e, 7g

1. Baltimore Gas & Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Columbia Gas Co. of Maryland Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frederick Gas Co.
   924 East St., Frederick 21701
4. Hagerstown Mun. Elec. Light Plant
   600 S. Cannon Ave., Box 1498
   Hagerstown 21740
5. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
6. Potomac Elec. Power Co.
   1900 Pennsylvania Ave. N.W.
   Washington, D.C. 20068
7. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC 20080

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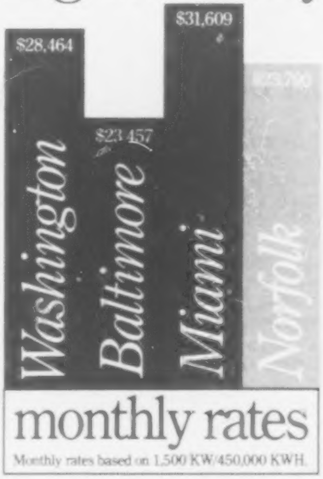

Monthly rates based on 1,500 KW/450,000 KWH.

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RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	105	5,800
Portland	1,800	92,800
Clay (excl. ball clay)	351	1,756
Gem stones	NA	W
Lime	9	543
Sand & gravel (construction)	16,700	67,300
Stone:		
Crushed	26,200	123,500
Dimension	21	1,286
Combined value of clays (ball clay), peat, sand and gravel (industrial), stone (dimension), and values indicated by symbol W		1,028
Total 1986 (preliminary)		294,013

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Baltimore	33	77	4706	1138
College Park	34	77	4455	1203
Washington	31	76	5004	970

DEVELOPMENT COUNSELORS:

State Development Agency

Lofton, Michael, CID, Dir.
Md. Dept. of Econ. & Comm. Dev.
Dept. 108, 45 Calvert St.
Annapolis, 21401
301/974-3514

Areas & Others

Annapolis
Belch, James G., CID, Dpty. Dir.
Dept. of Econ. & Community Dev.
Office of Bus. & Inc. Dev.
45 Calvert St., 21401-1907
301/9[illegible]-3514

Baltimore
Berkowitz, Bernard L., Pres.
Baltimore Econ. Dev. Corp.
36 S. Charles St., Ste. 2400, 21201
301/837-9305

White, James M., Asst. V.P.
Industrial Development
CSX Transportation
100 N. Charles St., 17th Fl., 21201
301/237-3757

Feeser, Chester G., Dir.
Marketing & Energy Services
Baltimore Gas & Electric Co.
1508 Woodlawn Dr., 21207
301/298-1986

Steuart, Chris
Riverside Business Park
c/o Bata Land Co., Inc.
P.O. Box 944, 21022
301/433-4420

Hagerstown
Burtner, Leroy R., Dir.
Washington Cty. Econ. Dev. Cmsn.
Court House Annex, 21740
301/791-3080

La Plata
Reinke, Donald G., C.I.D., Exec. Dir.
Charles County Econ. Dev. Cmsn.
P.O. Box V, 20646
301/645-0694

Landover
Murphy, Dennis C., C.I.D., CEO
Prince George's Cty. Econ. Dev. Corp.
9200 Basil Ct., Ste. 200, 20785
301/386-5600

Leonardtown
Wilkinson, Susan, Econ. Dev. Specialist
St. Mary's County
Box 653, 20650
301/475-4406

Rockville
Lingle, Dyan, Dir.
Off. of Econ. Dev.
Montgomery Cty. Gov't
Exec. Office Bldg.
101 Monroe St., Suite 1500, 20850
301/251-2345

Salisbury
Kiley, Robert L., C.I.D., Exec. Dir.
Salisbury Wicomico Econ. Dev. Inc.
P.O. Box 4700, 21801
800/521-7933

Towson
Hannon, Robert L., Dir.
Baltimore Cty. Econ. Dev. Comm.
111 W. Chesapeake Ave., 21204
301/494-3648

Westminister
Lewis, Kathleen Ann, C.I.D.
Carroll Cty. Government
Office of Econ. Dev.
225 N. Center St., 21157
301/876-2085

WASHINGTON, D.C.
Kamerman, Dan
NRECA Gov't Relations
National Rural Electric Coop. Assoc.
1800 Massachusetts Ave., N.W., 20036
202/857-9500

Hooks, Sally, Mktg. Svcs. Mgr.
Edison Electric Institute
1111 19th St., N.W., 20036-6561
202/778-6561

Elkton
Kline, Michael, Mgr.
Cecil County Plng. & Econ. Dev.
County Office Bldg., Rm. 300, 21921
301/398-0200

Ellicott City
Cosia, Ann Marie, CID, Bus. Rep.
Howard Cty. Government
Econ. Dev. Office
3430 Court House Dr., 21043
301/992-2027

Cambridge
Stevens, Robert E., Dir.
Dorchester Econ. Dev. Corp.
P.O. Box 26, 21613
301/228-0155

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NORTH CAROLINA

the better business climate

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Greensboro Area Chamber of
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NORTH CAROLINA

QUEENSBORO STEEL
WILMINGTON N.C.
QUEENSBORO STEEL
WILMINGTON

the better business climate

North Carolina, the tenth most populous state with approximately 6,540,000 people, has a character and pulse of its own that create a charismatically compelling business climate. Almost every county has witnessed the arrival of teams of corporate relocators, armed with calculators and print-outs of their special needs. The results have been impressive, due in no small measure to a coordinated state-wide marketing plan for new business.

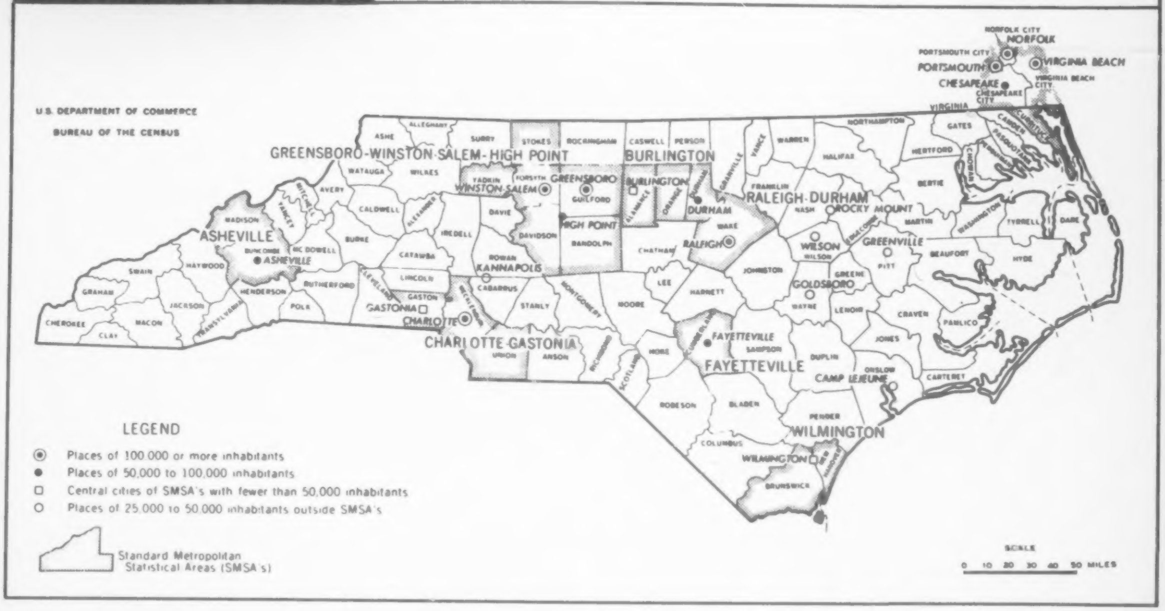
Governor James G. Martin, a Republican who served in the House of Representatives from 1972 to his gubernatorial victory in 1984, is an aggressive partisan for new industry. "North Carolina offers lower costs and better people," he says. "We work harder, and we like challenges." The Governor is a good example. Before running for Congress he had been a chemistry professor at Davidson College. In Congress, he was called "conservative but not fanatical, intelligent but not flashy," qualities that also apply to his pitch as the first spokesman of the state.

Alvah H. Ward, Jr., director of business and industry development for the North Carolina Department of Commerce, says that the state's receptivity to outsiders is not a new idea. "Years ago, North Carolina pioneered the encouragement of both foreign and domestic companies to locate facilities throughout the state and employ a custom-trained work force. Today, this tradition continues as business executives from around the world consistently rank North Carolina among the nation's most desirable locations for doing business.

"Again this year," Ward says, "we will lead the Southeast in job creation and new plant investment. This is not by accident. Ideal geographical location, excellent transportation systems, having a larger percentage of our work force in manufacturing than any other state, strong work ethics, fifty-eight technical centers that will train employees to your specifications, a stable, pro-business government, and a world-class university educational system are just a few teasers."

The state's economy is growing fastest in the service sector. Seven out of every ten new jobs in 1986 were in service businesses. Ward's boss, Governor Martin, is not about to let the momentum slacken. "We're going to have to try harder," he says, "to meet not only Southern and

"Again this year North Carolina will lead the Southeast in job creation and new plant investment. This is not an accident." —H. Ward, Jr., N.C. Department of Commerce


U.S. DEPARTMENT OF COMMERCE
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Standard Metropolitan Statistical Areas (SMSA's)
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0 10 20 30 40 50 MILES

foreign competition for jobs, but to overcome the slowing of 'Rust Belt' companies moving to the 'Sun Belt'. In our manufacturing sector, we reversed a trend of job losses and actually gained 3,000 jobs in 1986. In the nonmanufacturing sector, we picked up 77,000 jobs for a total net gain of 80,000 in nonagricultural employment."

A recent economic development report shows that North Carolina has been the recipient of more than $5.2 billion in new and expanded businesses. Foreign investors accounted for $620 million of this amount, making the state one of the best in the nation for recruiting companies from abroad.

There are reasons for this outsider interest across the state and for the executive jets that touch down at regional airports every hour of the day:

- North Carolina offers a potent business climate with an abiding commitment from both public and private sectors. The state has an AAA bond rating and a constitutional requirement for a balanced budget. Business failures have declined two years in a row, according to Dun and Bradstreet. North Carolina is a right-to-work state, with the fewest work stoppages caused by labor hassles in the nation.

- The state has a labor pool of 830,000, the largest in the Southeast. The work force produces 20 cents more per production wage dollar than the U.S. average.

The North Carolina General Assembly last year abolished its inventory property tax on manufacturing and retail goods, which had been perceived as a major obstacle to industrial recruitment. The per capita state and local taxes are among the lowest ten in the nation; there is a 7% maximum on incomes over $10,000.

North Carolina's sales tax is 3% with no maximum sales limit. The sales tax on motor vehicles, boats, planes, etc., is 2%, with a $300 maximum tax per unit. A 3% use tax is charged on purchases made out of state. However, 1% is the rate applied on mill machinery, parts, accessories and certain fuels used in manufacturing. The maximum tax on a single article of mill machinery is $80. Raw materials, containers, labels, packaging, and shipping materials are exempt from taxation. Cigarettes are taxed at 2 cents per package of 20, and soft drinks are taxed at 1 cent per bottle.

- Location and easy trans-state access play large roles in North Carolina's attractiveness. The state is within a two-day drive of 125 million people, or 55% of the U.S. population. Interstate 95, the East Coast's main north-south artery, crosses its coastal plain. Interstate 40, extending west to California, begins in North Carolina. Major air carriers, such as Piedmont and American, have important hubs that complement each other. Piedmont (now part of USAir) received approval last year for international flights to Great Britain from its Charlotte base. American has just completed a versatile regional hub at Raleigh-Durham Airport. Of the state's 100 counties, 91 have rail links. There are deepwater ports at Wilmington and Morehead City.

- The technical training mentioned by Alvah Ward is available, without cost to industries, at 58 colleges located within 30 minutes of 99% of the state's population. Instruction is flexible. A training program can be created or adapted to fit any new or

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North Carolina's unique central east coast location affords companies same-day trucking access to markets reaching from New York to Florida. This prime location places your business within a 700 mile radius of over 150 million U.S. and Canadian consumers, 63 of the nation's top 100 metro areas, 61% of the U.S. industrial base and 17 of the 23 states with at least $20 billion in retail sales.

If your distribution is dependent upon air, sea or rail transportation, you'll find a wealth of all three. With two major airline hubs, 11 regional airports offering commercial air service, two deep-water seaports, and 22 rail carriers, North Carolina can deliver your goods anywhere, anytime.

To learn more about the distribution and warehousing opportunities in North Carolina, contact Robert G. Brinkley, Assistant Director—Business/Industry Development Division, North Carolina Department of Commerce, 430 North Salisbury Street, Raleigh NC 27603, Phone (919) 733-4151.

We'll be glad to show you how to get your distribution headed in the right direction. Inventory tax free!

NORTH CAROLINA

The Better Business Climate

Circle 76 on Brochure Service Card

NORTH CAROLINA
the better business climate

> *"North Carolina offers lower costs and better people. We work harder, and we like challenges."* —Governor James C. Martin

expanded business operation that guarantees a minimum of 12 new jobs. For general education, there is the 16-campus University of North Carolina system, and there are 38 private colleges.

- The state's low energy and construction costs come as happy surprises when a plant does relocate. Raw materials, particularly timber, are readily at hand. Energy supplies are economical and dependable, drawing from coal, nuclear, and hydroelectric power. Duke Power, a utility in the Piedmont region, can indeed claim plausibly that "we're simply not affected by oil supplies."

An overview, by region

North Carolina divides into a coastal plain to the east, a central piedmont region, and mountain country to the west. The state's business profile has changed most in the coastal zone.

The coastal plain

New textile and apparel mills, many built by Europeans and Japanese, have supplemented the traditional tobacco farms in this region. There are almost no unions. This sector includes the Outer Banks, where the Wright Brothers flew the first heavier-than-air craft in 1903, and Cape Hatteras, where the warm Gulf Stream meets colder water, frothing the sea over shoals that still claim unwary ships.

Most people live inland, in small towns like New Bern, Elizabeth City, Greenville, and Morehead City. The Marine Corps's Camp Lejeune, a major base, is located near Jacksonville (pop. 26,400) at the estuary of the New River. Wilmington (pop. 46,000), the largest port, has the charm if not the size of Charleston, S.C., or Savannah, Ga. Inland, new industrial communities are growing around Goldsboro (pop. 34,000), and Fayetteville (pop. 70,000). The latter is close to Fort Bragg, a strategic Army center. The average home in this area is worth $35,000, and the average rent is $135 a month.

A 32-acre "Hollywood East" movie studio on the Cape Fear River near Wilmington is one new business that has drawn particular attention. North Carolina set up a Film Office in 1979, which compiled a directory of a variety of scenic sites. Producer Fred Caruso, impressed with the state's hustling, says that the promised savings in costs simply materialized. "A picture that costs $10 million to make in Los Angeles or New York would probably cost $6 million in Carolina." Recent films shot in North Carolina include *The Color Purple, Crimes of the Heart, Being There, Brainstorm,* and *Year of the Dragon.*

Wilmington has also developed a strong containerized cargo business, accommodating vessels more than 700 feet long. Eight rail-mounted container cranes speed loading and unloading. Tobacco, logs, and forest products are also shipped from the port.

The poultry and food industry has become one of North Carolina's largest agricultural sectors, including Holly Farms in the west, and in the east, the large Tyson and Perdue poultry enterprises.

In the eastern third of the state, the successful debut of Triangle East serves as an example of North Carolina's courtship of business. This is a promotional group formed to attract industry to four eastern counties: Edgecombe, Nash, Wake, and Wilson. A clever triangular logo was created, with the apex being Raleigh, the state capitol (pop. 181,300), so that the design points west to the better-known Research Triangle Park, an area between the

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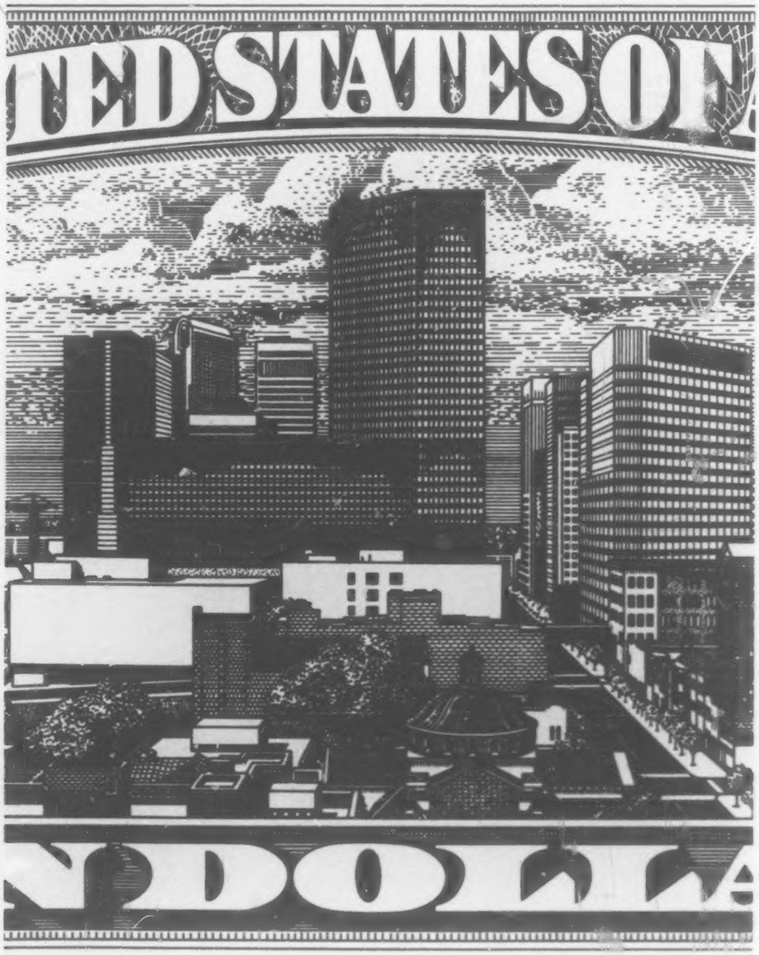

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NAME

TITLE

COMPANY

ADDRESS

CITY STATE ZIP

Mail to: Economic Development Division
The Charlotte Chamber, P.O. Box 32785
Charlotte, North Carolina 28232 120

Charlotte
NORTH CAROLINA

Circle 78 on Brochure Service Card

cities of Raleigh, Durham (pop. 103,400), and Chapel Hill (pop. 34,100). A video tape, which may be ordered from Triangle East, refers to the four-county area as a place where "new beginnings never seem to end." Smiling, even singing workers, aerial views of suburbs with Colonial homes on tree-lined streets, and testimonials by happy, relocated executives posing before stunning modern plants—scored to a snappy arrangement of "nothing could be finer than to be in Carolina"—make an impressive presentation.

In other states, perhaps one city or one county might have tried, on its own, to bring in new businesses. The ploy used by Triangle East, a juggernaut of graphics, hype, and genuine enthusiasm, is a classic team play that has convinced plant relocation surveyors from all over the country to inspect a part of North Carolina that previously had not been thought glamorous or an area for significant renewal.

NORTH CAROLINA
the better business climate

> *"We've had three new industrial parks in Rowan County in the last year. . . and the location of 13 new companies during the past two years."*
>
> —Harry C. Whalen,
> Salisbury-Rowan
> Economic
> Development
> Commission

The Piedmont

North Carolina's mid-section has drawn the most notice from new businesses. It is the state's manufacturing heartland, and the nerve centers of its finance and banking services. The Research Triangle Park (see above) is a major high-tech catalyst for both government and private research and development. The Sands Hill region (really part of the coastal plain), in contrast, includes towns where textiles reign supreme. Kannapolis, for example, is wholly owned by Cannon Mills.

In Rowan County, on I-85 between Charlotte and the Triad area of Greensboro (pop. 177,900), High Point (pop. 67,300), and Winston-Salem (pop. 67,300), another successful pitch to outside industry has paid high dividends. Harry C. Whalen, executive director of the Salisbury-Rowan Economic Development Commission, says that "we've had three new industrial parks in Rowan County in the last year. . .and the location of 13 new companies during the past two years."

The Triad cities, with a total population of 865,000, are well known for producing two popular cigarette brands, Winston and Salem, for being the center of the state's fur-

niture business, as well as the headquarters of such distinguished institutions as the Wachovia Bank. It's interesting how North Carolinians think in terms of three-sided forms, and how, even within one example—the Research Triangle Park—major attractions seem to cluster in threes: notably, in the area of colleges, North Carolina State University, Duke University, and the University of North Carolina at Chapel Hill.

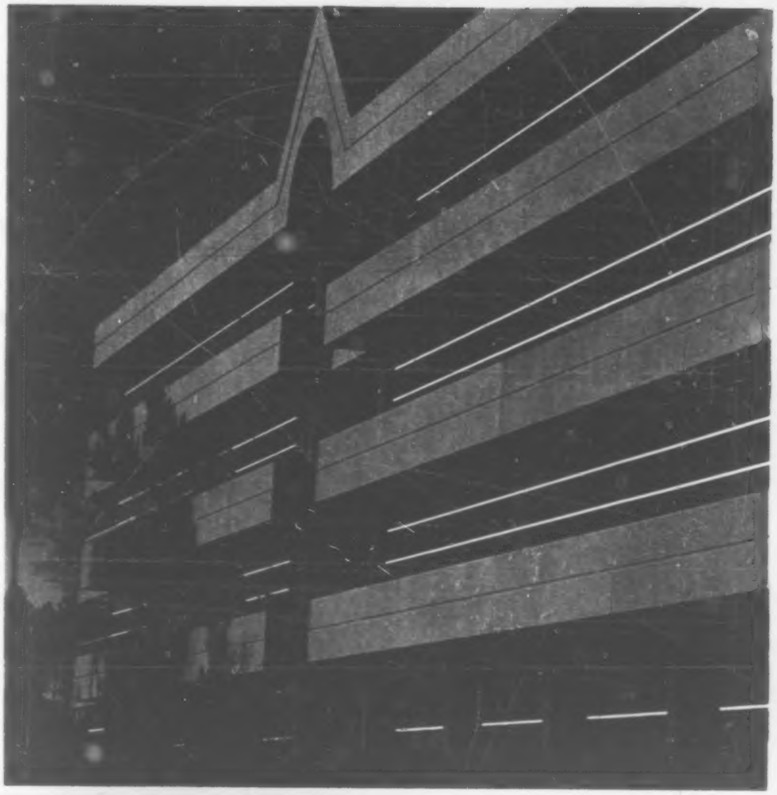
Charlotte (pop. 340,400), is North Carolina's largest city. It has been described "as a town from which traveling salesmen empty out every Monday morning and return every Friday afternoon. . .a city that has simply outhustled the competition." This was Governor Martin's congressional district when he was a Representative, and the city reflects his go-getting, pragmatic pitch for outside industry.

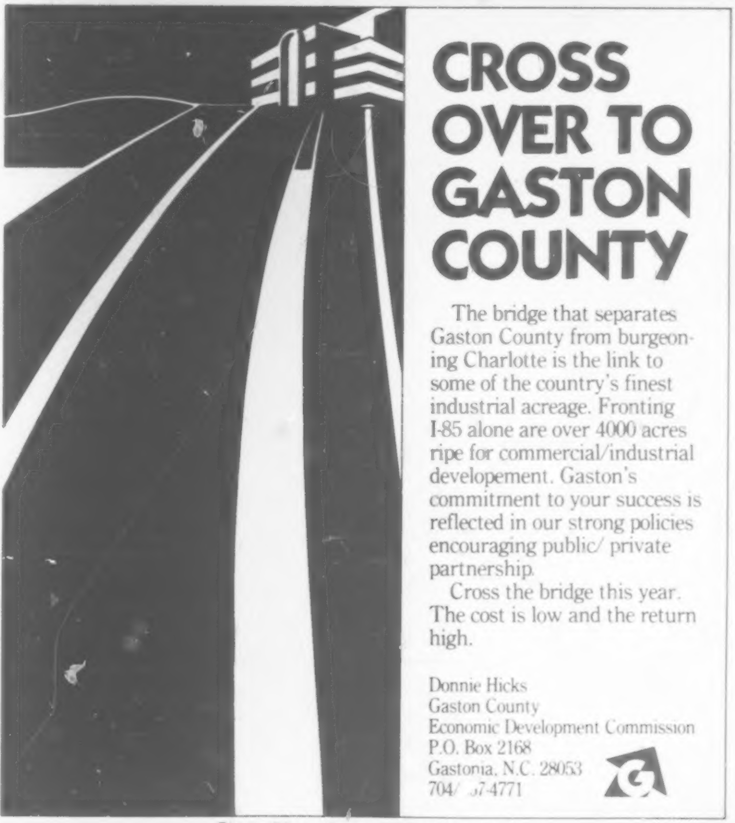
Last year, Charlotte received a National Basketball Association franchise, a source of much civic pride. More than 160 multinational corporations engage in businesses as diverse as microelectronics, biomedical supplies, machining, and insurance. Charlotte holds the greatest amount of business capital between Dallas and Philadelphia, and unlike some of the state's smaller centers, the city hums day and night.

In the Piedmont area, the average home is worth approximately $40,000, and the average rent is $155 a month.

The mountains

North Carolina's reputation as a prime source of fine furniture rests on the great forests that cover the rolling mountains in the western part of the state. Asheville (pop. 59,200) is the center of this region, the city to which Thomas Wolfe could not call home, although he is buried there. Businesses here tend to have a different scale, trout farming, producing Christmas trees (North Carolina is the second-largest producer of fish and firs), or running dairies and vineyards, as Vanderbilt descendants have done around the 10,000-acre Biltmore Estate near Asheville. This extraordinary blending of several French chateaux, the greatest private house in America, was built by 5,000 workmen in the 1890s and is now a popular tourist attraction. Farther north,





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The bridge that separates Gaston County from burgeoning Charlotte is the link to some of the country's finest industrial acreage. Fronting I-85 alone are over 4000 acres ripe for commercial/industrial developement. Gaston's commitment to your success is reflected in our strong policies encouraging public/ private partnership.

Cross the bridge this year. The cost is low and the return high.

Donnie Hicks
Gaston County
Economic Development Commission
P.O. Box 2168
Gastonia, N.C. 28053
704/ [illegible]7-4771

Circle 79 on Brochure Service Card

Appalachian State University has thrived in Boone, while Holly Farms poultry and Lowe's building supply stores have grown out of a mountain town called North Wilkesboro.

The overriding attraction in this part of the state has become a business that brings in hundreds of thousands of visitors. The mountains themselves are compelling reasons to travel, or camp, or just to make a leisurely day's drive from the Piedmont region. From the Virginia border south, the Blue Ridge Mountains undulate toward the horizon like a landlocked sea. Favorite tourist spots include Blowing Rock (milepost 291 on the Blue Ridge Parkway) high above the John's River Gorge—where prevailing winds return light objects thrown off the rock—and Grandfather Mountain (milepost 305), a habitat for bears, cougars, and bald eagles. Mount Mitchell (milepost 355), elevation 6,684 feet, is the highest peak in the eastern U.S. The parkway and most paralleling roads end in the west at the most famous scenic zone of all, the Great Smoky Mountains National Park, half of which is in the state.

In the North Carolina mountain region, the average home is worth $34,000, and the average rent per month is $130.

NORTH CAROLINA
the better business climate

"North Carolina offers a potent business climate with an abiding commitment from both public and private sectors."

The vistas of the Great Smokies are a considerable psychological distance from the lonely beaches of the Outer Banks. That expanse, 520 miles east to west, 200 miles north to south, comprises a state that is pridefully and pragmatically concerned with bettering itself. The means to this end is to attract more business and industry, by offering an appealing mix of tax incentives, low construction and operating costs, and a "we-are-a-team" approach to creating a favorable business climate.

Franklin Douglas Byrd, III, president of Triangle East of North Carolina, Inc., makes the telling point on his promotional group's video tape that the hardest thing in the region is to get people to accept the occasionally necessary transfers *out* of the Triangle area. It is also worth noting that North Carolina, for years, has maintained an office in Tokyo and one in West Germany to promote trade. Last year, Governor Martin traveled to the Far East, including a well-received visit to Mainland China. In the U.S., the state is scrapping to acquire Sematech, a proposed national semi-conductor research center currently being organized in California.

In short, North Carolina thinks globally, almost as if it were a small trading nation itself. ☐

CONTACTS

The areas listed below have advertisements running in this issue. For more information on one of these areas, call the number given, or check the Advertisers Index at the back of the magazine for the advertisement page and circle numbers.

Alexander County Economic Development Council
Glenn P. Deal
Executive Director
104 West Main Avenue
P.O. Box 578
Taylorville, NC 28681
(704) 632-8141

Charlotte Chamber of Commerce
Maurice D. Ewing
Economic Development Representative
P.O. Box 32785
Charlotte, NC 28232
(704) 378-1307

Gaston County Economic Development Commission
Gary D. Hicks
Executive Director
P.O. Box 2168
601 West Franklin
Gaston, NC 28053
(704) 867-4771

Greater Raleigh Chamber of Commerce
Jerry Brown
V.P., Economic Development
P.O. Box 2978
Raleigh, NC 27602
(919) 833-9400

Greensboro Chamber of Commerce
Thomas Z. Osborne
President
330 South Green Street
Greensboro, NC 27401
(919) 275-8675

North Carolina Department of Commerce
Robert G. Brinkley
Assistant Director
430 North Salisbury Street
Raleigh, NC 27611
(919) 733-4151

Rowan County
Harry Whalen
Executive Director
620 West Innes Street
Salisbury, NC 28144
(704) 637-5526

YOU GOT US WHERE YOU WANT US—BETWEEN A CHARLOTTE AND A TRIAD

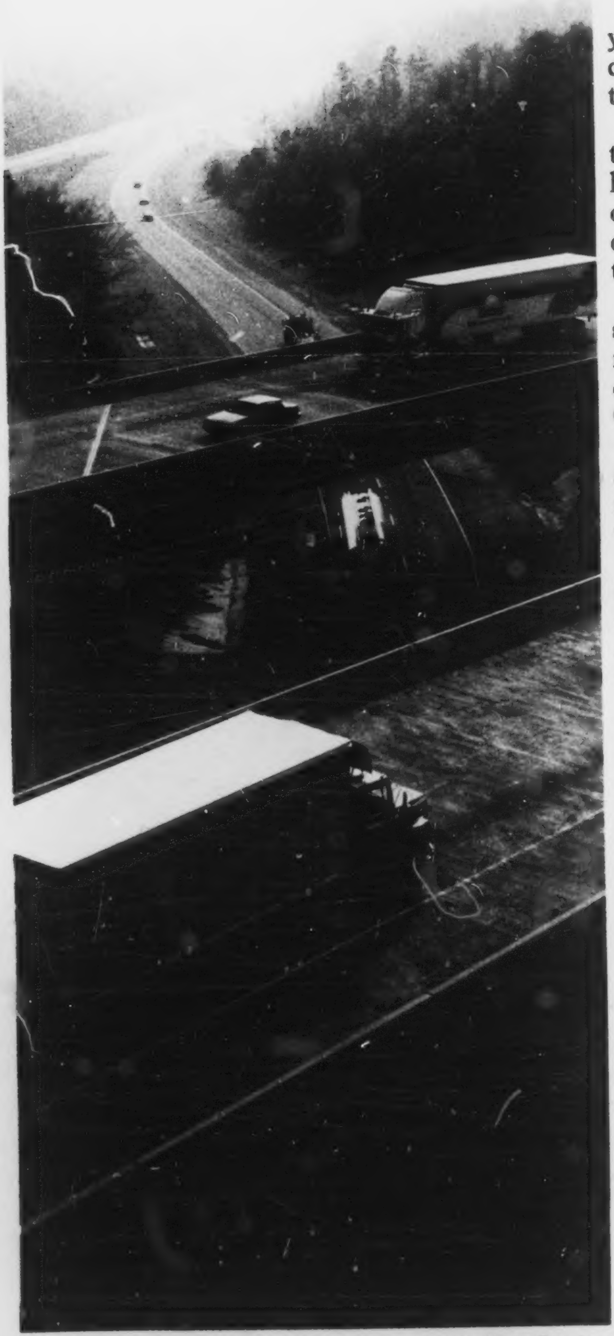
If you're relocating or expanding your business, have we got a surprise for you: ROWAN County. Located between the exploding Charlotte metro and the dynamic Winston-Salem/High Point/Greensboro market, we offer interstates, rail, colleges and a hungry, educated labor force that's ready to work. All in a community rich in culture, high on recreation and low in tax rates. Rowan County. We're full of surprises.

UNWRAP Rowan WITH US

Call or write for more information:
Salisbury-Rowan Economic Development Commission
620 W. Innes Street, Salisbury, North Carolina 28144, 704-637-5526
Harry C. Whalen, Executive Director

Circle 80 on Brochure Service Card

The More Products You Move, The More You Need To Move To North Carolina.



Whether your business necessitates getting your goods and services to the other side of the country, or the other side of the world, getting them to and from North Carolina is a snap.

North Carolina has the largest state-maintained highway system in the country. And that has helped North Carolina become the headquarters of more "long-line" interstate motor carriers than any other state in the nation. Plus, there is ***no inventory tax*** in the state.

Rail and sea travel also play a big part in the state's total transportation picture. Served by 20 rail carriers and two deep-water seaports, you can deliver your goods and services from North Carolina anywhere, anytime.

With two major airline hubs and 12 regional airports, North Carolina business travelers are afforded the luxury of traveling whenever they want, to wherever they need to go.

And our central location on the Eastern seaboard not only means decreased transportation costs and increased speed and efficiency, but it also puts you within an hour's air time to 18 of the east's "million plus" markets.

To find out more about getting your goods and services to and from North Carolina, contact Robert G. Brinkley, Assistant Director–Business/Industry Development Division, North Carolina Department of Commerce, 430 North Salisbury Street, Raleigh, NC 27603, phone (919) 733-4151.

We'll be glad to show you how to get your business moving in the right direction.

NORTH CAROLINA

The Better Business Climate

Circle 76 on Brochure Service Card

NORTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:

- Free job training to any industry creating 12 or more new jobs
- Land & equip. for pollution abatement exempt from local property tax
- Industrial revenue bond financing
- Tax credit of $2,800 per emp. for 4 yrs. for new/expanding industry in 17 designated counties, eff. 1/1/88
- Ind. Dev. Fund provides funds to city & county governments (50 counties qualify) for renov. of bldgs.
- Credit to corps. investing in a N.C. Resources Capital Corp. or qualified invest. org., eff. 1/1/88
- FTZs designated in 4 locations, which provide monetary benefit to firms importing goods

Tax rates:

Corporate income tax	7%
Personal income tax	3%-7%
Retail sales tax	3% (2.0% local option)
Equipment & machinery tax	1% with $80.00 max item
Incorporation tax	$.80/$1,000
Franchise tax	$1.50/$1,000
Inventory tax	Repealed 1/1/87
Gasoline tax (personal)	$.15.5/gal.

Advanced education facilities:

Four-year colleges & universities	47
Two-year or junior colleges	8
Vocational & business schools	81

Medical facilities:

Hospitals	165
Clinics	1,100

Labor analysis:

Civilian labor force	3,200,000
High-school graduates	68,000
College graduates	33,000

For additional labor market information, contact Technical Support Div., N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611, 919/733-4094

Environment controls:

Air & water pollution: Environ. Specialist, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
NORTH CAROLINA	5,874.4	6,386.6
Asheville	53.3	59.9
Burlington	37.3	38.4
Chapel Hill	32.4	35.9
Charlotte	314.4	348.0
Durham	100.8	108.4
Fayetteville	59.5	70.2
Gastonia	47.3	55.2
Goldsboro	31.9	NA
Greensboro	155.6	180.7
Greenville	35.7	NA
Hickory	20.6	25.1
High Point	64.1	67.7
Jacksonville	17.0	27.0
Kannapolis	36.0	33.1
Kingston	25.2	NA
Raleigh	149.8	191.6
Rocky Mount	41.3	47.6
Wilmington	44.0	49.2
Wilson	34.4	NA
Winston-Salem	131.9	146.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Asheville	160.9	170.1
Burlington	99.1	102.8
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,071.6
Fayetteville	247.2	264.0
Greensboro-Winston-Salem-High Point	827.4	910.0
Hickory	202.6	219.5
Jacksonville	112.8	124.1
Raleigh-Durham	561.0	648.3
Wilmington	103.5	115.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA	861.8	41.6	– 7.86
Asheville	20.0	43.0	7.89
Charlotte-Gastonia-Rock Hill	152.9	42.6	8.12
Greensboro-Winston-Salem-High Point	151.5	41.4	8.62
Raleigh-Durham	58.1	42.6	8.99

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH CAROLINA	3,354.2	129.2	3.9
Asheville	88.6	3.3	3.7
Charlotte-Gastonia-Rock Hill	635.0	21.1	3.3
Greensboro-Winston-Salem-High Point	521.1	17.4	3.3
Raleigh-Durham	406.1	11.7	2.9

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	149.2	NA	NA
MANUFACTURING	827.4	39.6	7.29
DURABLE GOODS	341.7	40.3	7.48
Lumber & wood prods.-SIC 24	36.0	40.2	6.30
Furniture & fixtures-SIC 25	85.0	38.7	6.55
Stone, clay, & glass prods.-SIC 32	19.4	41.5	7.86
Primary metal industries-SIC 33	10.6	42.4	8.53
Fabricated metal products-SIC 34	26.8	41.6	7.85
Machinery, except electrical-SIC 35	57.7	41.9	8.32
Electrical & electronic equip.-SIC 36	66.3	40.0	8.43
Transportation equipment-SIC 37	23.1	42.2	8.32
Instruments & misc. mfg.-SIC 38	16.8	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Greensboro-Winston Salem-High Point 8/86
Office, professional, & technical	
Payroll clerks	$ 7.16
Accounting clerks	7.25
File clerks	5.09
Typists	6.66
Key entry operators	6.71
Secretaries	9.24
Stenographers	NA
Switchbd opr-recept's	6.15
Word processors	NA
Drafters	11.46
Electronics technicians	14.17
Computer operators	9.24
Computer programmers	11.08
Computer systems analysts	16.09
Maintenance & powerplant	
Carpenters	10.76
Electricians	13.39
Engineers, stationary	15.57
Machinists	NA
Mechanics (machinery)	12.24
Tool & die makers	12.22
Custodial & material movement	
Guards	4.88
Janitors, porters & cleaners	5.10
Laborers, mat'l hdlg	7.34
Shippers & receivers	8.57
Truckdrivers	10.11
Forklift operators	9.42

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2,726	11,148
Feldspar — short tons	524,400	14,620
Gem stones	NA	W
Mica (scrap)	91	4,428
Sand & gravel:		
Construction	6,500	20,200
Industrial	1,350	15,000
Stone:		
Crushed	43,800	206,100
Dimension	41	6,633
Talc & pyrophyllite	81	1,640
Combined values of lithium compounds, olivine, peat, phosphate rock, and values indicated by symbol W		149,592
Total 1986 (preliminary)		429,361

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Asheville	37	73	4294	842
Chapel Hill	39	77	3724	1310
Charlotte	41	79	3342	1546
Durham	40	78	3612	1387
Fayetteville	41	79	3155	1657
Gastonia	42	79	3158	1589
Goldsboro	42	80	3102	1704
Greensboro	38	77	3874	1303
High Point	40	78	3422	1387
Raleigh	40	78	3531	1394
Wilmington	46	80	2469	1904
Wilson	41	79	3233	1615

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Asheville 2, 4, 7, 10, 12, 14, 15
Burlington 4 (Greensboro)
Chapel Hill (Raleigh-Durham)
Charlotte 1, 2, 4, 6, 8, 9, 11, 13-19
Durham 1, 3, 4, 6, 9, 11, 14, 17-19
Fayetteville 1, 4, 6, 7, 10, 14
Gastonia 1, 4 (Charlotte)
Goldsboro 1, 4 (Kinston)
Greensboro 2, 4, 6, 7, 9, 11, 14, 15, 18-20
Greenville 1, 4, 7, 15
High Point 4 (Greensboro)
Kinston 1, 4, 14, 15
Raleigh 1, 4-9, 11, 13-15, 17-20
Rocky Mount 1, 15
Wilmington 1, 5, 7, 12, 14, 15, 18
Wilson 1, 4 (Rocky Mount)
Winston-Salem 3, 4, 15

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Norfolk and Western Railway Co.
4. Southern Railway System

Airlines

5. Air-Lift
6. American
7. American Eagle
8. Continental
9. Delta
10. Delta Connection-Atlantic Southeast
11. Eastern
12. Eastern Metro Express
13. Pan American
14. Piedmont
15. Piedmont Commuter-CC Air
16. Piedmont Regional-Henson
17. TWA
18. United
19. USAir
20. Wheeler Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Asheville — 1e, 10g
Burlington — 2e, 9g
Chapel Hill — 2e, 10g
Charlotte — 2e, 9g
Durham — 2e, 10g
Fayetteville — 3e, 8g
Gastonia — 4e, 10g
Goldsboro — 1e, 8g
Greensboro — 2e, 9g
Greenville — 5eg, 8g
High Point — 2e, 6e, 9g
Kinston — 7e, 8g
Raleigh — 1e, 10g
Rocky Mount — 11eg, 8g
Wilmington — 1e, 8g
Wilson — 12eg, 8g
Winston-Salem — 2e, 9g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh 27602
2. Duke Power Co.
   422 S. Church St., Box 33189, Charlotte 28242
3. Fayetteville Pub. Works Cmsn.
   508 Person St., Box 1089
   Fayetteville 28302
4. Gastonia Water & Lt. Dept.
   1300 N. Broad St., Box 1748,
   Gastonia 28053-1748
5. Greenville Utilities Cmsn.
   200 W. 5th St., Box 1847, Greenville 27835
6. High Point Electric Utilities Dept.
   211 S. Hamilton, Box 230
   High Point 27261
7. Kinston Public Utilities
   207 E. King St., Box 339, Kinston 28501
8. NC Natural Gas Corp.
   150 Rowan St., Fayetteville 28302-0909
9. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte 28211
10. Public Service Co. of NC
    400 Cox Rd., Gastonia 28053
11. Rocky Mount Pub. Utilities
    Box 1180 Rocky Mount 27802
12. Wilson Utilities Dept.
    1800 Herring Ave., Box 10
    Wilson 27893

DEVELOPMENT COUNSELORS:

State Development Agency

Brinkley, Robert G., Asst. Dir.
Bus. & Ind. Dev. Div.
N.C. Dept. of Commerce
430 N. Salisbury St.
Raleigh, 27611
919/733-4151

Areas & Others

Charlotte
Ewing, Maurice D., Econ. Dev. Rep.
Charlotte Chamber of Comm.
P.O. Box 32785, 28232
704/378-1307

Durham
Booth, Robert, Exec. Dir.
Gtr. Durham Cham. of Comm.
201 N. Roxboro St., 27701
919/682-2133

Fayetteville
Senn, L. H., III, Exec. Dir.
Fayetteville Area Econ. Dev.
519 Ramsey St.
P.O. Box 1865, 28302
919/483-3404
Rosenbaum, Carl, V.P., Ind. Sales
NC Natural Gas Corp.
150 Rowan St., 28302
919/483-0315

Gastonia
Hicks, Gary D., Exec. Dir.
Gaston Cty. Econ. Dev. Cmsn.
P.O. Box 2168, 601 W. Franklin, 28053
704/867-4771

Greensboro
Osborne, Thomas Z., Pres.
Greensboro Cham. of Comm,
330 South Green St., 27401
919/275-8675

Greenville
Chaffee, John D., Exec. Dir.
Pitt Cty Dev. Cmsn.
P.O. Box 837, 27835-0837
919/758-1989

Jackson
Harris, George
Northampton County Econ. Dev. Corp.
P.O. Box 97, 27845
919/534-5161

Kenansville
Brinson, Woody, Exec. Dir.
Duplin County Econ. Dev. Corp.
P.O. Box 428, 28349
919/296-0483

Raleigh
Brown, Jerry, V.P., Econ. Dev.
Gtr. Raleigh C. of C.
P.O. Box 2978, 27602
919/833-9400
Ward, Jr., Alvah H., Dir. Bus.
Ind. Dev. Dir.
N.C. Dept. of Comm.
430 N. Salisbury St., 27603
919/733-4151
Anderson, Don
Carolina Power & Light
P.O. Box 1551, 27602
919/836-6571
Burney, James L.
NC Electric Membership
3400 Sumner Blvd., 27604
919/872-0800

Salkowwitz, Wayne Mgr., Ind. Gas
Public Service of NC, Inc.
Box 1349
919/883-6641

Roxboro
Newsome, Curtis Glenwood, Exec. Dir.
Person Cty. Econ. Dev.
P.O. Box 1581, Morgan St. 27573
919/599-0288

Salisbury
Whalen, Harry, Exec. Dir.
Rowan County
620 W. Innes St. 28144
704/637-5526

Taylorville
Deal, Glenn P., Exec. Dir.
Alexander County EDC
104 West Main Ave.
P.O. Box 578, 28681
704/632-8141

Wadesboro
Thompson, David W., Exec. V.P.
Anson Cty. C. of C. Ind. Cmsn.
P.O. Box 305, 28170
704/694-4181

Wilmington
Director
North Carolina Ports
P.O. Box 9002, 28402
919/763-1621

Winston-Salem
Steen, Warren, Mgr.
Gtr. Winston-Salem Cham. of Comm.
P.O. Box 1408, 27102
919/725-2361

Zebulon
Byrd, Doug, Pres.
Triangle East
P.O. Box 37, 27597
919/269-4155

COLUMBIA
SOUTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job creating
- Aid for job training
- Low interest loans
- Foreign trade zones

Tax rates:

Corporate income tax	5% (except 1988-5.5%)
Personal income tax	2%-7%
Sales tax	5%
Incorporation tax	40 mills/M; min. $40, max. $1,000
Franchise tax	$1/$1000 valuation of proportion of paid-in surplus & capital
Inventory tax	phased out by 1987
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	33
Technical colleges	16
Commercial & business colleges	7
Vocational schools	25

Medical facilities:

Hospitals	72
Specialized hospitals	8
General infirmaries	10

Labor analysis:

Civilian labor force	1,658,200 (Nov. '87)
Public high school graduates	35,004

For additional labor market information, contact Employ. Security Commission, 1550 Gadsden St., P.O. Box 995, Columbia, SC 29202, 803/737-2660

Environment Controls:

Dept. of Health & Environ. Control, 2600 Bull St., Columbia, SC 29201
Air Pollution: 803/734-4750
Water Pollution: 803/734-5300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
SOUTH CAROLINA	3,119.2	3,436.4
Anderson	27.3	28.6
Charleston	69.5	66.3
Columbia	99.3	98.7
Florence	30.1	33.0
Greenville	58.2	59.0
North Charleston	65.6	66.9
Rock Hill	35.3	40.4
Spartanburg	44.0	45.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Anderson	133.2	146.6
Augusta, GA/SC	327.4	390.8
Charleston	430.3	493.7
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,071.6
Columbia	408.2	449.0
Florence	110.2	120.6
Greenville-Spartanburg	568.8	616.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA	370.2	41.8	8.14
Charleston	21.1	41.5	8.99
Columbia	29.4	40.8	7.95
Greenville-Spartanburg	99.0	41.5	8.04

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH CAROLINA	1,661.4	71.3	4.3
Charleston	231.4	8.1	3.5
Columbia	231.5	7.4	3.2
Greenville-Spartanburg	334.0	11.4	3.4

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	83.9	NA	NA
MANUFACTURING	365.1	40.4	7.61
DURABLE GOODS	122.5	41.4	7.82
Lumber & wood prods.-SIC 24	15.2	42.4	7.12
Furniture & fixtures-SIC 25	4.9	40.3	6.66
Stone, clay, & glass prods.-SIC 32	10.7	42.9	8.72
Primary metal industries-SIC 33	8.1	NA	NA
Fabricated metal products-SIC 34	15.3	40.4	7.64
Machinery, except electrical-SIC 35	29.5	41.8	8.30
Electrical & electronic equip.-SIC 36	21.8	39.8	7.19
Transportation equipment-SIC 37	7.7	NA	NA
Instruments & related prods.-SIC 38	5.6	39.5	7.65
Misc mfg. industries-SIC 39	3.6	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Greenville-Spartanburg 6/86
Office, professional, & technical	
Payroll clerks	$ 6.71
Accounting clerks	6.59
File clerks	5.26
Typists	6.04
Key entry operators	5.91
Secretaries	8.20
Switchbd opr-recept's	6.33
Word processors	6.99
Drafters	10.08
Electronics technicians	11.49
Computer operators	8.30
Computer programmers	11.82
Computer systems analysts	15.21
Maintenance & powerplant	
Carpenters	8.66
Electricians	10.26
Engineers, stationary	9.50
Machinists	9.33
Mechanics (machinery)	10.09
Tool & die makers	10.86
Custodial & material movement	
Guards	4.49
Janitors, porters & cleaners	4.03
Laborers, mat'l handling	7.90
Shippers & receivers	7.30
Truckdrivers	9.28
Forklift operator	7.00

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,300	111,900
Clays (excl. fuller's earth)	1,715	36,144
Gem stones	NA	W
Manganiferous ore	20	W
Peat	6	174
Sand & gravel:		
Construction	5,900	17,200
Industrial	800	15,300
Stone:		
Crushed	18,100	78,700
Dimension	8	533
Combined value of cement (masonry), clays (fuller's earth), gold, mica (scrap), silver, vermiculite, and values indicated by symbol W		36,519
Total 1986 (preliminary)		296,470

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anderson	43	79	2949	1628
Charleston	49	82	1868	2304
Columbia	45	81	2629	2033
Florence	44	80	2727	1815
Greenville	41	78	3239	1501
Spartanburg	41	78	3239	1501

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 1, 3 (Greenville)
Charleston 1, 3-6, 8, 11, 14
Columbia 1, 3, 4, 6, 8, 10-12, 14
Florence 1, 9, 13
Greenville 1-4, 6-8, 10-12, 14
North Charleston 1 (Charleston)
Rock Hill 3 (Charlotte, NC)
Spartanburg 1, 3 (Greenville)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway System

Airlines

4. American
5. Continental Express-Presidential Airways
6. Delta
7. Delta Connection-Atlantic Southeast
8. Eastern
9. Eastern Express-Atlantis
10. Eastern Express-Metro
11. Piedmont
12. Piedmont Commuter-CC Air
13. Piedmont Regional-Henson
14. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 2e, 4g
Charleston — 6eg
Columbia — 6eg
Florence — 1e, 3g
Greenville — 2e, 4g
North Charleston — 6eg
Rock Hill — 5e
Spartanburg — 2e, 4g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh, NC 27602
2. Duke Power Co.
   422 S. Church St., Box 33189, Charlotte, NC 28242
3. Peoples Natural Gas Co. of SC
   1812 N. Irby St., Florence 29501
4. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte, NC 28211
5. Rock Hill Elec. Dept.
   Box 11706, Rock Hill 29731-1706
6. SC Electric and Gas Co.
   1426 Main St., (Box 764), Columbia 29218 (29260)

Utilities serving cities under 25,000:

Central Elec. Power Co-op, Inc.
Pat T. Allen, Gen. Mgr.
P.O. Box 1455, Columbia 29202
803/779-4975

Saluda River Elec. Co-op
Joseph W. Mulholland, Mgr.
P.O. Box 929, Laurens 29360
803/984-6412

DEVELOPMENT COUNSELORS:

State Development Agency

Holladay, J. Mac, Dir.
South Carolina State Dev. Bd.
P.O. Box 927
Columbia, 29202
803/737-0400

Areas & Others

Bishopville

Woodmansee, Harry T., II, Exec. Dir.
Lee Cty. Dev. Board
Courthouse Sq. 29010
803/484-5341

Charleston

Decker, James D., PE Staff V.P.
Charleston-Trident Dev. Bd.
P.O. Box 975, 29402
803/557-2510

Columbia

Fore, Danny G., C.I.D., Sr. Dir.
Gtr. Columbia Chamber of Comm.
1308 Laurel St.
P.O. Box 1360, 29202
803/733-1144

Reed, Donald P., Econ. Dev. Rep.
Central Electric Power, Inc.
P.O. Box 1455, 29202
803/779-4975

Tompkins, Margaret E.
Bus./Ind. Development Dept.
South Carolina Elec. & Gas Co.
P.O. Box 764, 29218

Conway

Hutchison, Jack C., C.I.D., Exec. Dir.
Horry Cty Dev. Bd.
P.O. Box 1288, 29526
803/347-4604

Greenville

Gosnell, Darryl W., C.I.D., V.P.
Gtr. Greenville Chamber of Comm.
P.O. Box 10048, 29603
803/242-1050

Lancaster

Wilson, James E.
Lancaster Cty. Government
P.O. Box 1809, 29720
803/285-1565

Orangeburg

Ford, Thomas J., C.I.D., Exec. Dir.
Orangeburg Cty. Dev. Cmsn.
P.O. Drawer 1303, 29116
803/536-3333

Rock Hill

Smith, Ronald Carter, Exec. Dir.
York Cty. Econ. Dev. Bd.
P.O. Box 10995, 29731
803/324-3058

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:

Corporate income tax	6%
Personal income tax	2%-5.75%
Personal property tax	varies locally
Sales tax	4.5%
Franchise & incorp. tax	varies
Inventory tax	none
Gasoline tax	$.175/gal.

Advanced education facilities:

Four-year colleges & universities	44
Two-year or junior colleges	26
Vocational & bus. schools	150 (approx.)

Medical facilities:

Hospitals	135
Clinics	160

Labor analysis:

Civilian labor force	2,960,000
Public high school graduates	63,000

For additional labor market information, contact Virginia Employ. Commission, P.O. Box 1358, Richmond, VA 23211, 804/786-1485.

Environment controls:

Air Pollution: Richard L. Cook, Exec. Dir., Air Pollution Control Bd., P.O. Box 10089, Richmond, VA 23240, 804/786-2378

Water Pollution: Richard N. Burton, Exec. Sec'y, State Water Control Bd., P.O. Box 11143, Richmond, VA 23230, 804/367-0056

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
VIRGINIA	5,346.3	5,845.1
Alexandria	103.2	111.8
Arlington	152.6	156.4
Blacksburg	30.6	NA
Bristol*	43.0	42.5
Charlottesville	45.0	40.9
Chesapeake	114.2	134.9
Danville	45.6	45.0
Hampton	122.6	126.4
Harrisonburg	19.7	27.8
Lynchburg	66.7	69.1
Newport News	144.9	159.4
Norfolk	267.0	277.9
Petersburg	41.1	41.2
Portsmouth	104.6	111.5
Richmond	219.2	216.3
Roanoke	100.4	100.9
Suffolk	47.6	51.4
Virginia Beach	262.2	328.4

*Bristol is a two-state city. Total includes both Va. and Tenn.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Charlottesville	113.6	122.7
Danville	111.8	112.5
Johnson City-Kingsport-Bristol, TN/VA	433.6	449.0
Lynchburg	141.2	148.4
Norfolk-Virginia Beach-Newport News	1,171.1	1,306.7
Richmond-Petersburg	761.3	817.5
Roanoke	224.5	227.1
Washington, DC/MD/VA	3,251.0	3,544.0

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA	427.2	41.5	9.10
Bristol	9.9	42.4	7.74
Lynchburg	24.0	41.4	8.67
Norfolk-Virginia Beach-Newport News	67.0	NA	NA
Northern Virginia	34.3	40.3	10.20
Richmond-Petersburg	63.5	41.9	11.70
Roanoke	20.7	41.7	8.76

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	151.3	NA	NA
MANUFACTURING	423.3	40.1	8.52
DURABLE GOODS	201.2	40.8	8.48
Lumber & wood prods.- SIC 24	22.8	39.3	6.27
Furniture & fixtures-SIC 25	24 0	39.1	5.55
Stone, clay, & glass prods.- SIC 32	14.6	40.5	7.67
Primary metal industries-SIC 33	10.9	41.4	9.46
Fabricated metal products-SIC 34	19.3	42.5	9.01
Machinery, except electrical-SIC 35	15.9	40.5	8.66
Electrical & electronic equip.-SIC 36	42.9	39.4	8.88
Transportation equipment-SIC 37	43.7	NA	NA
Instruments & related prods.-SIC 38	3.8	39.0	6.44
Misc. mfg. industries-SIC 39	3.2	39.4	6.91

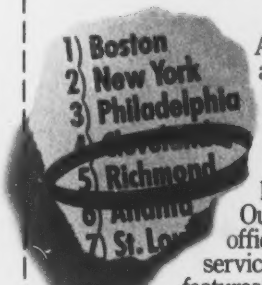
Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VIRGINIA	3,011.6	118.2	3.9
Charlottesville	65.7	1.5	2.2
Danville	51.1	3.3	6.5
Lynchburg	71.5	3.5	4.9
Norfolk-Virginia Beach-Newport News	598.8	26.1	4.4
Richmond-Petersburg	428.8	16.1	3.7
Roanoke	122.1	4.8	3.9

*preliminary figures

When Congress Established The Top Financial Centers In America, We Came In Fifth.



Of the 12 Federal Reserve Bank Districts in America, only one is located in a metropolitan area with a population of less than a million. But 14 Fortune 500 companies haven't set up headquarters in The Richmond Area just because we're a money center. They also like our extremely low operating costs. Our highly educated, non-union workforce. Our rich cultural environment. Our large office inventories. Our sophisticated support services. And our diverse economy, which features leading companies in pharmaceuticals, banking, retailing, chemicals, manufacturing, and utilities. It won't take an act of Congress to find out more. Just call or write for our comparative study, "An Office Environment That Works."

The Richmond Area

Metropolitan Economic Development Council, Suite D, 201 East Franklin Street, Richmond, Virginia 23219 (804) 643-3227 Fax # (804) 343-7167

Circle 33 on Brochure Service Card

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Charlottesville	35	77	4189	1220
Danville	38	78	3856	1384
Lynchburg	35	76	4323	1074
Norfolk	40	78	3446	1458
Richmond	37	78	3960	1336
Roanoke	36	76	4315	1085

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	829	6,384
Gem stones	NA	W
Iron oxide pigments (crude)	W	W
Lime	602	26,741
Sand & gravel (construction)	9,500	41,000
Stone:		
Crushed	50,800	216,500
Dimension	10	3,128
Combined value of aplite, cement, gypsum, kyanite, sand and gravel (industrial), talc, vermiculite, and values indicated by symbol W		88,290
Total 1986 (preliminary)		382,043

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 3, 5 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 5, 6, 8, 9, 11, 18, 21, 24
Chesapeake 1, 2, 4, 5 (Norfolk)
Danville 3, 5, 19
Hampton 1 (Newport News)
Lynchburg 1, 4-6, 8, 9, 18, 20, 21, 26, 27
Newport News 1, 6, 8, 21, 24, 25
Norfolk 1-7, 10-13, 16-18, 21-25
Petersburg 1, 4 (Richmond)
Portsmouth 1, 2, 4, 5 (Norfolk)
Richmond 1, 5-8, 13, 16, 18, 21, 23-27
Roanoke 3, 4, 6, 8, 11, 14, 15, 18, 21
Suffolk 1, 4 (Norfolk)
Virginia Beach 2, 5 (Norfolk)

Railroads

1. CSX Transportation, Inc.
2. Eastern Shore Railroad
3. Norfolk Southern Corp.
4. Norfolk & Western
5. Southern Railway System

Airlines

6. Allegheny Commuter
7. American
8. American Eagle
9. Avair, Inc.
10. Continental
11. Continental Express-Colgan Airways
12. Continental Express-Presidential Airways
13. Delta
14. Delta Connection-Atlantic Southeast
15. Delta Connection-Comair
16. Eastern
17. Pan Am Air Partner-Colgan Airways
18. Piedmont
19. Piedmont Commuter-CCAir
20. Piedmont Commuter-Jetstream Intl.
21. Piedmont Regional-Henson
22. TWA
23. United
24. United Express-Air Wisconsin
25. USAir
26. Wheeler Airlines
27. WRA, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

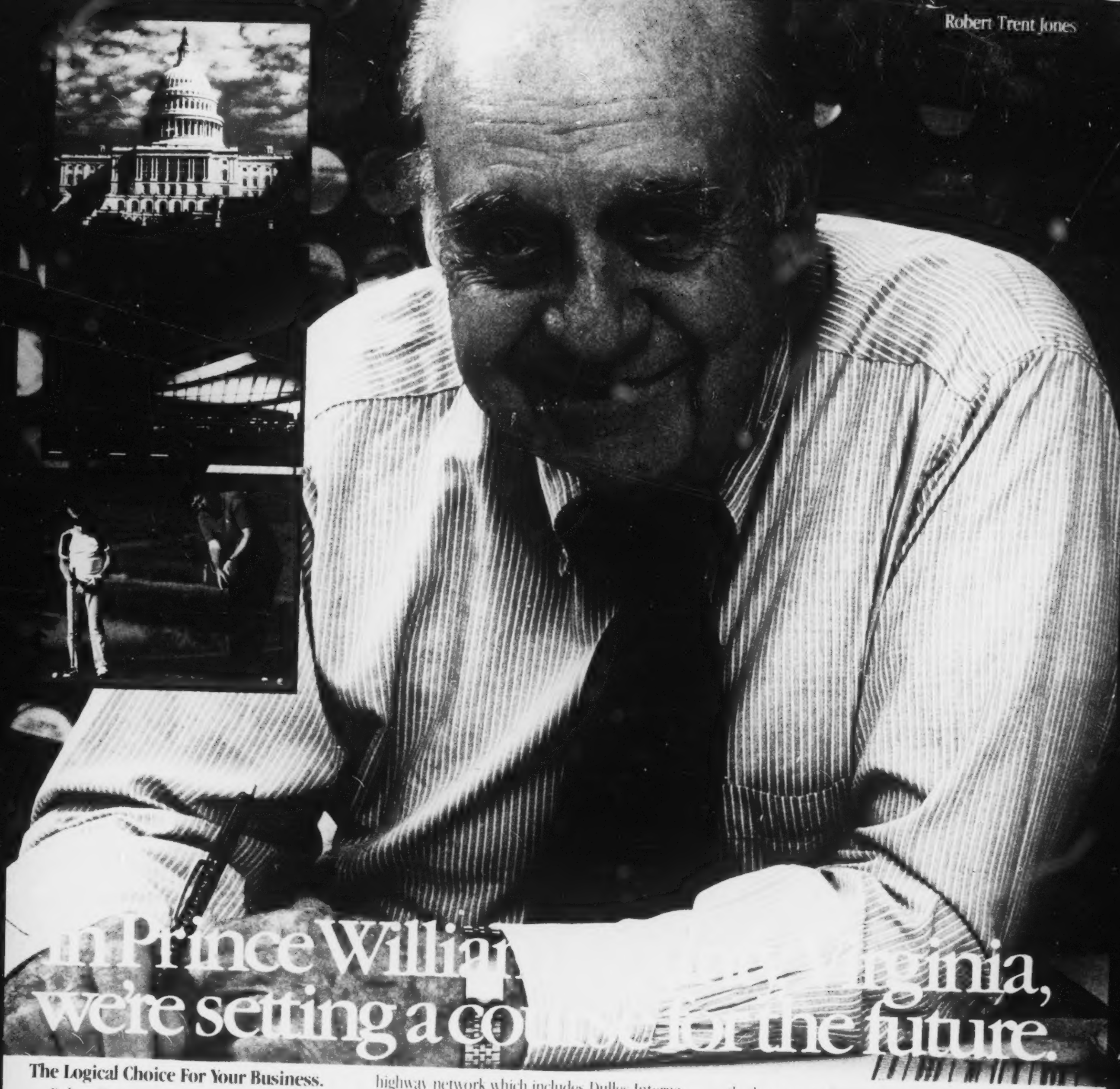
Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 11e, 13g
Blacksburg — 1e, 10g
Charlottesville — 11e, 2g
Chesapeake — 11e, 3g, 6g, 12g
Danville — 1e, 4eg
Hampton — 11e, 12g
Lynchburg — 1e, 5g
Newport News — 11e, 12g

Area Wage Survey

Average straight-time hourly earnings

	Norfolk-Virginia Beach-Portsmouth VA/NC 5/86	Richmond 6/86	Washington, DC/MD/VA 3/86
Office, professional, & technical			
Payroll clerks $	6.49	7.45	8.10
Accounting clerks	6.42	7.36	7.85
File clerks	5.58	5.41	6.34
Typists	6.03	6.59	7.00
Key entry operators	5.80	6.31	7.00
Secretaries	7.86	8.96	10.19
Stenographers	NA	8.99	NA
Switchbd opr-recept's	5.55	6.14	7.30
Word processors	6.32	7.51	8.72
Drafters	8.75	9.41	9.06
Electronics technicians	11.81	14.54	13.55
Computer operators	7.76	8.88	9.77
Computer programmer	10.96	12.87	14.03
Computer systems analysts	15.41	16.63	16.08
Maintenance & powerplant			
Carpenters	10.87	12.21	12.52
Electricians	12.86	14.70	13.14
Engineers, stationary	NA	14.72	13.73
Machinists	10.32	14.29	NA
Mechanics (machinery)	10.81	16.84	NA
Custodial & material movement			
Guards	4.50	4.32	5.49
Janitors, porters & cleaners	4.77	4.96	4.19
Laborers, mat'l handling	6.98	7.61	8.41
Shippers & receivers	9.35	9.58	8.52
Truckdrivers	7.49	9.56	10.64
Forklift operators	7.18	9.91	10.84


Robert Trent Jones
In Prince Willia[illegible]rginia,
we're setting a co[illegible] for the future.

The Logical Choice For Your Business.

Robert Trent Jones. The name conjures up images of the most challenging and well-planned golf courses in the world. All of them strategically located.

When this world-famous golf course architect recently selected a location for the only resort in the world that would bear his name, it was Prince William County, Virginia.

Why?

Because Robert Trent Jones knows where to make a smart move at the right time. Like so many other corporate leaders he knows that Prince William County is emerging as one of the hottest business locations in America today. An environment that breeds success and profitability. With a location that's as beautiful as it is strategic.

Prince William enjoys all the advantages of metropolitan Washington, D.C. Like a mid-Atlantic location that's within 500 miles of nearly half of the nation's population. An efficient airport-rail-highway network which includes Dulles International Airport, just minutes away. A delightfully mild climate. Outstanding cultural, educational and recreational opportunities. And one of the most highly educated work forces in the metropolitan area and in the country.

So if you're selecting a new home for your company or considering an expansion into Washington's dynamic economic environment, Prince William County will give your company the returns and profits you're looking for.

Everything Your Company Needs. And More.

Consider our affordable and plentiful land. We have 7,000 beautiful acres already zoned or planned for commercial or industrial development.

Then add our progressive right-to-work environment fueled by a highly skilled labor force that's young and eager to work.

You'll find that Prince William is also a great place to live. We've got a wide variety of attractive neighborhoods. And our homes are priced thousands of dollars less than comparable homes in other Washington metropolitan localities.

Of course there's our innovative, nationally recognized public school system and our own variety of abundant cultural, recreational and historical resources.

With all we have to offer, it's easy to see why Robert Trent Jones, like so many other corporate investors, has discovered that Prince William County is a powerful place to conduct business.

PRINCE WILLIAM
COUNTY, VIRGINIA
Washington's surprising neighbor

For more information about Prince William Coun[illegible] write to the Office of Economic Devel[illegible]ent, 4349 Ridgewood Center Drive, Prince W[illegible]liam, Virginia 22192-5308. Or call (703) 335-6[illegible]. In the Washington area call 631-1480.

C[illegible]le 34 on Brochure Service Card

VIRGINIA/WEST VIRGINIA

Norfolk — 11e, 12g
Petersburg — 11e, 3g
Portsmouth — 11e, 3g, 6g
Richmond — 11e, 7g
Roanoke — 1e, 8g
Suffolk — 11e, 3g, 6g, 9g
Virginia Beach — 11e, 12g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021
   Roanoke 24022
2. Charlottesville Gas Div., 305 4th St., N.W., Charlottesville 22902
3. Commonwealth Gas Services Inc.
   200 S. 3rd St., Richmond 23219
4. Danville Water, Gas and Elec. Depts.
   Municipal Bldg., 418 Patton St.,
   Drawer 3308, Danville 24543
5. Lynchburg Gas Co.
   600 Main St., Lynchurg 24504
6. Portsmouth Gas Co.
   800 Loudoun Ave., Portsmouth 23707
7. Richmond Dept. of Pub. Utilities
   600 E. Broad St., Richmond 23219
8. Roanoke Gas Co.
   519 Kimball Ave., N.E., Roanoke 24016
9. Suffolk Gas Corp.
   130 Commerce St., Suffolk 23434
10. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave. Johnson City, TN 37601
11. Virginia Elec. and Power Co.
    1 James River Pl., P.O. Box 26666
    Richmond 23261
12. Virginia Natural Gas
    5100 E. Virginia Beach Blvd., Norfolk 23502
13. Washington Gas Light Co.
    1100 H St., N.W., Washington, DC 20080

Utility serving cities under 25,000:

Old Dominion Elec. Co-op
Ernest Jordan, Jr., Exec. V.P.
4222 Cox Rd., Glenallen 23060
804/747-0592

DEVELOPMENT COUNSELORS:

State Development Agency

Keogh, Hugh, Dir.
Virginia Dept. of Econ. Dev.
1000 Washington Bldg.
Richmond, 23219
804/786-3791

Areas & Others

Chesterfield

Blankenship, Charles J., Dir.
Chesterfield Cty. Econ. Dev.
P.O. Box 40, 23832
804/748-3963

Lynchburg

Cobb, V. Lee, Dir.
Office of Econ. Dev.
City of Lynchburg
P.O. Box 60, 24505
804/847-1732

Newport News

Denton, Julius A. "Bud", III, Exec. Dir.
Va. Peninsula Econ. Dev. Council
P.O. Box 6000, 23606
804/873-0000

Ward, Thomas E., Dev. Dir.
City of Newport News
2400 Washington Ave., 23607
804/247-8428

Norfolk

Wingfield, Greg, Pres.
Forward Hampton Roads
1214 First Virginia Bank Tower, 23510
804/627-2315

Prince William

Wright, Michelle, Mktg. Mgr.
Prince William County
4349 Ridgewood Ctr. Dr., 22192
703/335-6680

Richmond

Agostino, Frederick, Exec. Dir.
Henrico Cty. Ind. Dev. Auth.
P.O. Box 27032D, 23273
804/747-4212

Stafford, William M., Dir.
Virginia Power Econ. Dev.
P.O. Box 26666, 23261
804/771-3406

Stewart, Jennifer L., Econ. Dev. Mgr.
Commonwealth Gas Svcs., Inc.
P.O. Box 35800, 23235-0800
804/323-5349

Wood, A. J. Christopher, Exec. Dir.
Metropolitan Econ. Dev. Council
201 E. Franklin, 23219-2281
804/643-3227

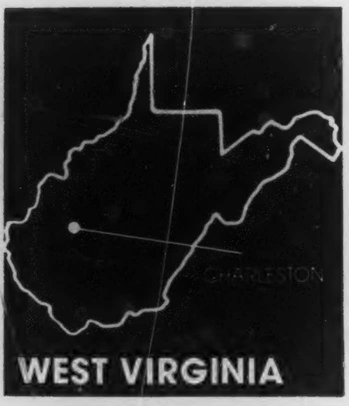
Roanoke

Bowman, Robert Y., Exec. Dir.
The Regional Partnership of Roanoke Valley, Inc.
P.O. Box 2797, 24001
703/343-1550

Saul, Charles R., Econ. Dev.
Appalachian Power Co.
40 Franklin Rd., S.W., 24009
703/985-2623

Virginia Beach

DeBellis, A James, Dir.
Dept. of Econ. Dev.
City of Virginia
770 Lynnhaven Pky., Ste. 200, 23452
804/498-4567



STATE INFORMATION:

Financial assistance to industry:

Freeport amendment
Small business tax credit
West Virginia capital company credit
Revenue bonds for land, buildings, & equipment
Revenue bonds for pollution control
Aid for job training (recruiting/testing/job placement services)
Economic Development Authority — 4 competitively priced loan programs
Site location & improvement assistance
Access roads
Investment tax credit/other tax incentives
New "Super Tax Credit" for job creation
Corporate Headquarters Tax Credit
Two new financing agencies:
  W. Virginia Ind. Assistance Corp.
  W. Virginia Ind. & Trade Dev. Corp.

Tax rates:

Corporate income tax	9.675%
Personal income tax	3%-6.5%
Sales tax (no tax on food for human consumption; companies generally do not pay sales tax on items used in business)	5%
Incorporation tax	graduated
Franchise registration fee	$15/year
Inventory tax	varies locally
Gasoline tax	$.105/gal. + 5% sales tax

Advanced education facilities:

Four-year colleges & universities	19
Two-year or junior colleges	5
Graduate colleges	3

Vocational & business schools:

7 Multicounty vocational centers
26 High schools with vocational units (at least five or more)
31 County centers (five or more occupational areas)
16 Special schools offering vocational education
76 Private schools

Medical facilities:

General hospitals	68
Specialty hospitals	4
Nursing homes	106
Rural health clinics (Medicare-certified)	31
Home health agencies	54

Labor analysis:

Civilian labor force	743,300 (10/87)
Public high school graduates	22,000+ (1986)

For additional labor market information, contact Dept. of Employ. Security, California & Washington Sts., Charleston, WV 25305, 304/348-2660

Environment controls:

Air quality: Air Pollution Control Cmsn., 1558 Washington St. E., Charleston, WV 25311, 304/348-2275

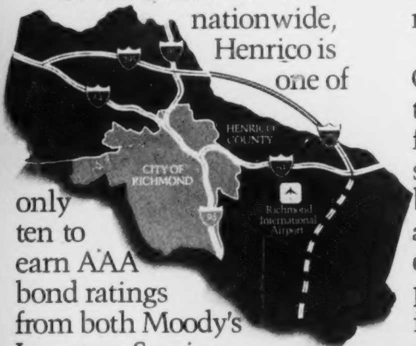
Water quality: Dept. of Natural Resources, Water Resources Div., 1201 Greenbrier St., Charleston, WV 25311, 304/348-2107

GROUNDS FOR LOCATING YOUR BUSINESS IN ONE OF THE BEST-RUN COUNTIES IN AMERICA.

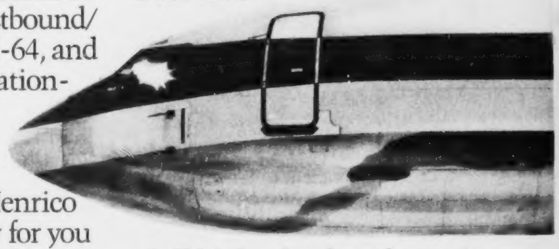
Moody's
Standard & Poor's

Calling yourself one of the best-run counties in America is a bold claim, to say the least. But exaggerated? Not according to the experts. Not when it comes to Henrico County, Virginia.

Of some 3200 counties nationwide, Henrico is one of only ten to earn AAA bond ratings from both Moody's Investors Service and Standard & Poor's. And recently *City & State* magazine, in ranking the country's top counties, listed Henrico among the top 40 "Financial Powerhouses" in America. No wonder four Fortune 500 companies already have their headquarters here.

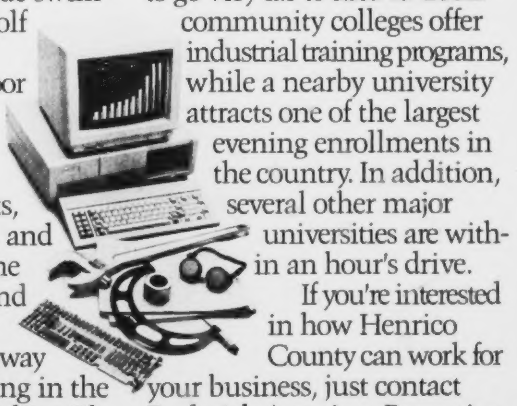


Situated in the heart of the Eastern Seaboard, Henrico County puts your business within 500 miles of nearly half the nation's population. That's not far when you consider that this is where the Canada-to-Florida route of Interstate 95 intersects eastbound/westbound I-64, and where a major international airport is currently undergoing a $35 million expansion.



Even though Henrico County makes it easy for you to travel, you'll probably find yourself wanting to stick around. Many neighborhoods here include swim and racquet clubs, golf courses, and quiet parks. Right next door is historic Richmond, Virginia's capital, with its renowned monuments, museums, and cobblestone streets. And just two hours away are skiing in the breathtaking Blue Ridge Mountains and sunbathing on the beaches of the Atlantic.

When it comes to educating your children, Henrico's at the head of the class, boasting the only school system in the nation with five schools nominated in just two years for Presidential recognition. The educational resources here also strengthen your work force. Over 70% of all high school graduates in Henrico County go on to higher education. And they don't have to go very far to find it. Local community colleges offer industrial training programs, while a nearby university attracts one of the largest evening enrollments in the country. In addition, several other major universities are within an hour's drive.



If you're interested in how Henrico County can work for your business, just contact Frederick Agostino, Executive Director, Industrial Development Authority, at (804) 747-4212, or P.O. Box 27032D, Richmond, Virginia 23273. He'll be happy to send you information on a variety of specific sites, from office parks to industrial locations.

Then you'll have even more grounds for moving here.

HENRICO COUNTY, VIRGINIA

One of The Best-Run Counties in America.

Circle 35 on Brochure Service Card

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
WEST VIRGINIA	1,949.6	1,951.7
Charleston	64.0	58.7
Huntington	63.7	60.8
Morgantown	27.6	NA
Parkersburg	40.0	39.3
Wheeling	43.1	40.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Charleston	269.6	269.6
Cumberland, MD/WV	107.8	104.5
Huntington-Ashland, WV/KY/OH	336.0	338.1
Parkersburg-Marietta, WV/OH	162.8	158.8
Steubenville-Weirton, OH/WV	163.1	155.3
Wheeling, WV/OH	185.6	179.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA	87.1	41.1	10.73
Charleston	11.4	43.8	13.48
Huntington-Ashland	19.3	40.5	12.19
Parkersburg-Marietta	14.4	42.1	11.99
Wheeling	7.2	43.0	12.81

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	23.4	36.7	14.16
MANUFACTURING	89.6	39.9	10.24
DURABLE GOODS	49.8	40.1	10.25
Lumber & furniture-SIC 24	6.2	NA	NA
Stone, clay, & glass prods.-SIC 32	9.9	39.1	9.74
Primary metal industries-SIC 33	15.2	40.8	13.23
Fabricated metal products-SIC 34	5.5	40.9	9.47
Machinery, except electrical-SIC 35	6.0	39.3	10.11
Electrical & electronic equip.-SIC 36	3.1	41.6	10.60
Transportation equipment-SIC 37	NA	NA	NA

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WEST VIRGINIA	743.3	70.1	9.4
Charleston	118.0	10.0	8.5
Huntington-Ashland	124.2	11.0	8.8
Parkersburg-Marietta	71.4	5.1	7.1
Wheeling	70.5	5.5	7.8

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	229	3,670
Salt	783	W
Sand & gravel (construction)	1,100	4,100
Stone (crushed)	9,600	37,700
Combined value of cement, gem stones, lime, salt, and sand and gravel (industrial), and values indicated by symbol W		69,008
Total 1986 (preliminary)		114,478

* thousand short tons

W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Charleston — 1e, 2g
Huntington — 1e, 2g, 4g
Morgantown — 5e, 3g
Parkersburg — 5e, 3g
Wheeling — 6e, 2g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021, Roanoke, VA 24022
2. Columbia Gas of West Virginia
   200 Civic Center Dr., Columbus, OH 43215
3. Consolidated Gas Transmission Corp., 445 W. Main St., Clarksburg 26301
4. Inland Gas Co.
   P.O. Box 1180, Ashland, KY 41101
5. Monongahela Power Co.
   1310 Fairmont Ave., Fairmont 26554
6. Wheeling Elec. Co.
   51-16th St., Box 751, Wheeling 26003

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Charleston	33	75	4697	1007
Fairmont	30	73	5354	761
Huntington	33	75	4676	1121
Morgantown	30	73	5360	768
Parkersburg	31	75	4957	1011
Wheeling	29	70	5450	840

DEVELOPMENT COUNSELORS:

State Development Agency

Dudley, Lysander L., Sr., Ind. Dev. Dir.
Governor's Off. of Comm.
& Ind. Dev.
State Capitol
Charleston, 25305
304/348-0400

Areas & Others

Clarksburg
Lilly, Burkey, Econ. Dev. Mgr.
Hope Gas, Inc.
445 W. Main St., 26301
304/623-8611

Fairmont
Dally, James
Marion Chamber of Comm.
140 Rosewood, 26655
304/363-0442

Huntington
Malott, George L., Interim CEO
Mayor's Office
City of Huntington
P.O. Box 1659, 25717
304/696-5540

Martinsbug
Reinke, Donald G., Dir.
Berkeley Cty. Dev. Auth.
P.O. Box 2086, 110 Burke St., 25401
304/267-4144

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Regional Review

POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
WISCONSIN
MICHIGAN
ILLINOIS
INDIANA
OHIO
WIS.
MICH
ILL
IND
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KY
PA

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Following are summaries of some of the events affecting site location in each of the East North Central states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Illinois. Legislation in the state in fiscal 1987 expanded the number of enterprise zones, bringing the total to 59. Also passed was the third consecutive $10-million tourism budget. Tourism represented nearly $9.4 billion to the state in 1986 and accounted for over 157,000 jobs.

Build Illinois is a program proposed by Governor James R. Thompson in Feb. 1985 to foster new business and to assist expanding businesses. In fiscal 1987, Build Illinois financed loans totalling over $10 million to 13 companies, two communities, and one university. The loans went to pay for facility expansions, new locations, an infrastructure expansion, groundwater testing, and the creation of a small-business incubator.

1987 also saw the opening of a trade office in Tokyo and a European trade mission. The purpose of each was to seek foreign investment in Illinois.

To summarize 1987, one state spokesperson said Illinois had "steady growth in its economy, and the state government re-emphasized its priority on economic development."

Indiana. In the period 1985 to 1986, the Hoosier state experienced a 3.9% job-growth rate, which was the fifth-highest in the country. From Feb. 1983 to Feb. 1987, the number of jobs grew 14.61%, as compared with the national growth rate of 13.17% for that period.

A law passed in 1987 should increase the state's investment income by an estimated $1.4 million. The new law requires large corporate taxpayers to make their tax payments electronically through an automated clearinghouse, thus eliminating four to five days of check float. Indiana is the first state to begin a program of this kind.

South Bend and Indianapolis both earned the distinction of being among the top 50 U.S. cities last year, according to *Inc.* magazine's "Annual Ranking of America's Cities" in its March 1988 issue. South Bend was rated 18th, up from 24th the year before, and Indianapolis jumped to 35th from 71st place in 1986. The cities were judged on job generation, rate of significant new business start ups, and the percentage of fast-growing young companies.

Michigan. An article in the March 31, 1988, *New York Times*—"Out-of-Work Michiganders No Longer Out of Luck"—described how the state is surviving despite recent crippling blows to its manufacturing-based economy. The article stated that "despite continued plant closings and layoffs—General Motors alone laid off more than 15,000 of the state's workers last year as a result of plant closings—the Michigan economy has managed since 1982 to add half a million more jobs than it lost."

What is the secret to the state's survival? The rise in retail, service and professional establishments, as well as small-engineering and applied technology companies. These new industries have helped laid-off automotive workers find employment.

In addition the state is making an effort to reduce costs for business. Last ye legislation was passed on workers' compensation reform and on liability limitations of corporate and noncorporate directors and officers. The state is also encouraging development in new, innovative manufacturing technologies. According to the state's department of commerce, businesses are demonstrating their confidence in the Michigan economy by investing more in manufacturing construction in the state than in any other state in the nation.

Ohio. As with the other East North Central states, Ohio is well along on the road to recovery from the recession of the early 1980s. The following examples illustrate this.

In 1983 taxes had been raised to counteract the affects of the recession. However, expected windfalls from federal tax reform prompted the state legislature to reduce income taxes 7% in fiscal 1987, and they will come down another 8% in 1988.

In 1978, the city of Cleveland became the first U.S. city since the Depression to default on its financial obligations. In 1987 the city not only repaid the last of its debt, but did it two years ahead of schedule. Today, downtown Cleveland is gaining office space at the rate of 500,000 sq. ft. a year.

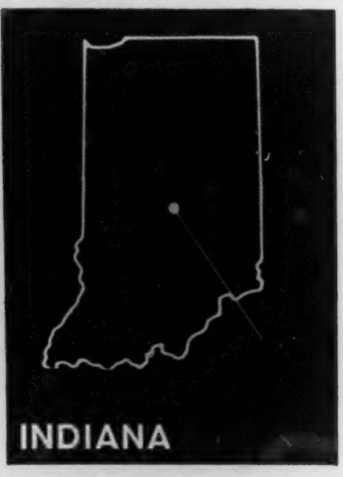
The big news in facility locations in Ohio last year was a $380-million Honda factory, which broke ground on March 20, 1988, in Marysville and will join another Honda facility already in Marysville. These plants represent the company's only U.S. auto-assembly plants. The new plant will employ 1,800

Wisconsin. The 1987 Wisconsin Executive Budget contained a number of provisions that will affect economic development in the state. For starters, the Wisconsin Development Fund was given a huge increase—$10.5 million annually, up from a previous budget of $1 million—to use in providing loans and grants for customized labor training, as well as for projects that will affect communities, regions, or the state.

Another budget provision: to promote business development in Wisconsin, the Forward Wisconsin partnership between the state and private businesses was given a boost in appropriation from $470,000 to $500,000.

On the tax front, in 1987 personal income tax was reduced from a top rate of 7.9%, to 6.93%. Inheritance taxes will be phased out over a five-year period. And, the phone industry will receive a $14.6-million reduction in gross-receipts taxes, to be phased in over two years.

New facilities announced in the state in 1987 included Quad/Graphics, which will bring 1,200 jobs to Hartford; Miller Brewing Company, which will build a $12-million hops-processing in Watertown; and Bombardier Corp., which will bring a national-sales and regional-distribution plant to Wausau. Announced expansions included a new General Motors Corp. truck line to Janesville. ☐



STATE INFORMATION:

Financial assistance to industry:

- Bonds for mfg. facilities
- Job training, assistance
- Enterprise Zones
- Building tax abatement (graduated)
- Mfg. machinery & equipment tax abatement (graduated)
- Financial assistance programs
- Grants & loans for site development
- Corp. for Science & Technology
- Corp. for Innovation Development

Tax rates:

Corporate income tax	approx. 3.4%
Personal income tax	3.4%
Personal property tax	varies locally
Sales tax	5%
Franchise tax	none
Incorporation tax	$90 minimum, $15 certification fee
Inventory tax	average ⅓ of 65% of cost of inventory
Gasoline tax	$.14/gal.

Advanced education facilities:

Four-year colleges & universities	63
Two-year or junior colleges	75
Vocational & business schools	144

Medical facilities:

Hospitals:	
General medical	118
Spec. medical	8 (3 fed.)
Mental facilities	11
Psychiatric	19
Ambulatory surgery units	22
Clinics	25

Labor analysis:

Civilian labor force	2,772,200 (11/87)
High-school grads.	61,201 (1986)

For additional labor market information, contact Dept. of Employ. & Training Svcs., 10 N. Senate Ave., Indianapolis, IN 46204, 317/232-7722

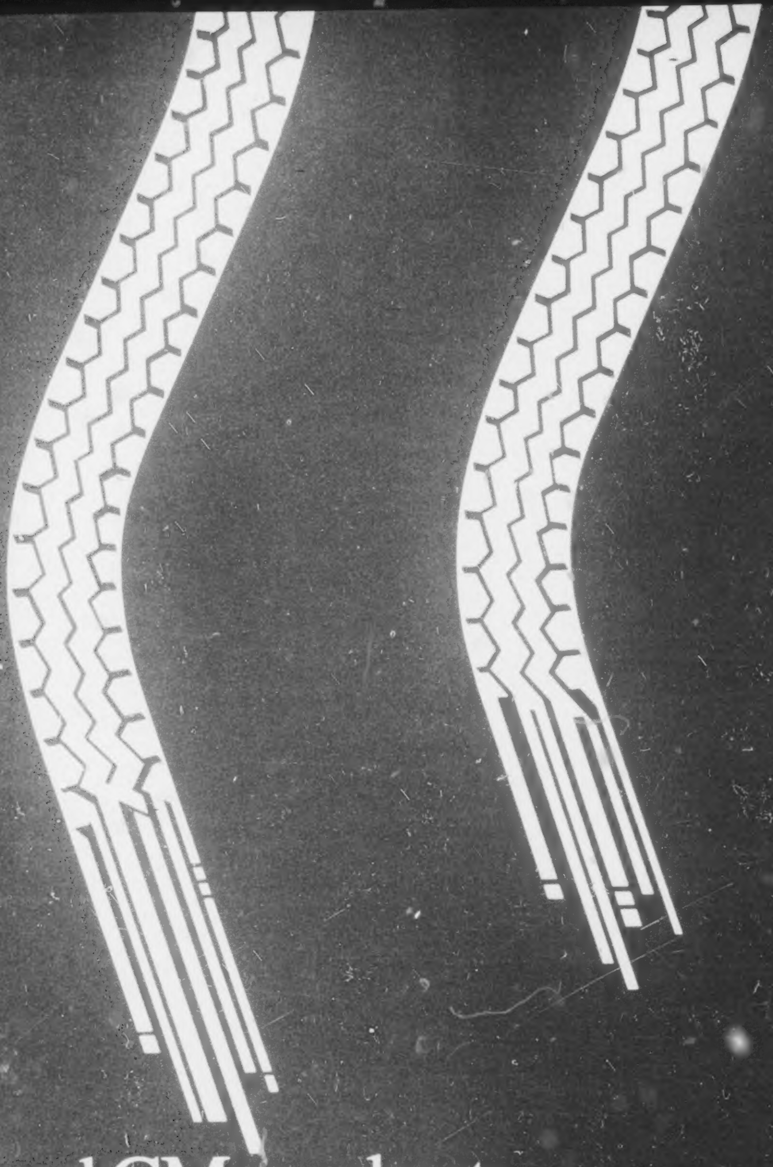
Environment controls:

Air & water pollution: Dept. of Environ. Mgt., 105 S. Meridan St., Indianapolis, IN 46202, 317/232-8603

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
INDIANA	5,490.2	5,571.9
Anderson	64.7	60.8
Bloomington	51.6	52.4
Columbus	30.3	NA
East Chicago	39.8	37.1
Elkhart	41.3	44.6
Evansville	130.5	129.5
Fort Wayne	172.2	170.3
Gary	152.0	143.4
Hammond	93.7	89.7
Highland	25.9	NA
Indianapolis	700.8	722.8
Kokomo	47.8	46.9
Lafayette	43.0	43.8
Lawrence	25.6	NA
Marion	35.9	NA
Merrillville	27.7	NA



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Indiana Department of Commerce · Lt. Governor John Mutz, Director · One North Capitol, Suite 700 · Indianapolis, IN 46204-2288

Circle 36 on Brochure Service Card

INDIANA

Michigan City	36.9	NA
Mishawaka	40.2	41.5
Muncie	77.2	74.2
New Albany	37.1	37.9
Portage	27.4	NA
Richmond	41.3	39.5
South Bend	109.7	108.6
Terre Haute	61.1	57.5

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1987
Anderson	139.3	132.0
Bloomington	98.4	101.2
*Cincinnati, OH/KY/IN	1,401.4	1,419.3
Elkhart-Goshen	137.3	146.8
Evansville, IN/KY	276.0	284.0
Fort Wayne	354.0	357.0
*Gary-Hammond	642.8	634.0
Indianapolis	1,166.9	1,219.6
Kokomo	103.7	103.3
Lafayette	121.7	123.0
Louisville, KY/IN	957.0	970.5
Muncie	128.6	123.5
South Bend-Mishawaka	280.8	241.2
Terre Haute	176.6	133.0

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA	614.9	42.5	11.09
Gary-Hammond	55.9	NA	NA
Indianapolis	106.5	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
INDIANA	2,779.6	157.4	5.7
Anderson	58.8	3.5	5.9
Bloomington	61.4	2.0	3.2
Elkhart-Goshen	93.6	4.3	4.6
Evansville	141.1	8.9	6.3
Fort Wayne	195.1	9.6	4.9
Gary-Hammond	249.8	19.4	7.8
Indianapolis	663.4	33.4	5.0
Kokomo	49.6	3.4	6.9
Lafayette	66.4	2.1	3.2
Muncie	60.1	4.1	6.8
South Bend-Mishawaka	128.7	7.0	5.4
Terre Haute	58.7	3.4	5.8

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	89.1	NA	NA
MANUFACTURING	610.3	40.9	10.71
DURABLE GOODS	443.9	40.9	11.12
Lumber & wood prods.-SIC 24	19.8	39.3	7.19
Furniture & fixtures-SIC 25	20.9	40.1	7.29
Stone, clay, & glass prods.-SIC 32	18.6	41.6	10.22
Primary metal industries-SIC 33	74.5	41.7	13.34
Fabricated metal products-SIC 34	55.2	41.3	9.85
Machinery, except electrical-SIC 35	64.9	41.5	10.94
Electrical & electronic equip.-SIC 36	86.2	40.9	11.39
Transportation equipment-SIC 37	81.7	40.4	12.50
Instruments & related prods.-SIC 38	12.6	39.5	9.12
Misc. mfg. inds.-SIC 39	9.7	40.6	8.01

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	400	29,000
Portland	2,100	92,400
Clays (excl. fire clay)	741	2,764
Gem stones	NA	W
Peat	52	1,038
Sand & gravel:		
Construction	16,700	48,200
Industrial	190	1,300
Stone:		
Crushed	22,200	77,200
Dimension	191	20,252
Combined value of abrasives (natural), gypsum, lime, stone (crushed, marl), and value indicated by symbol W		29,155
Total 1986 (preliminary)		301,309

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

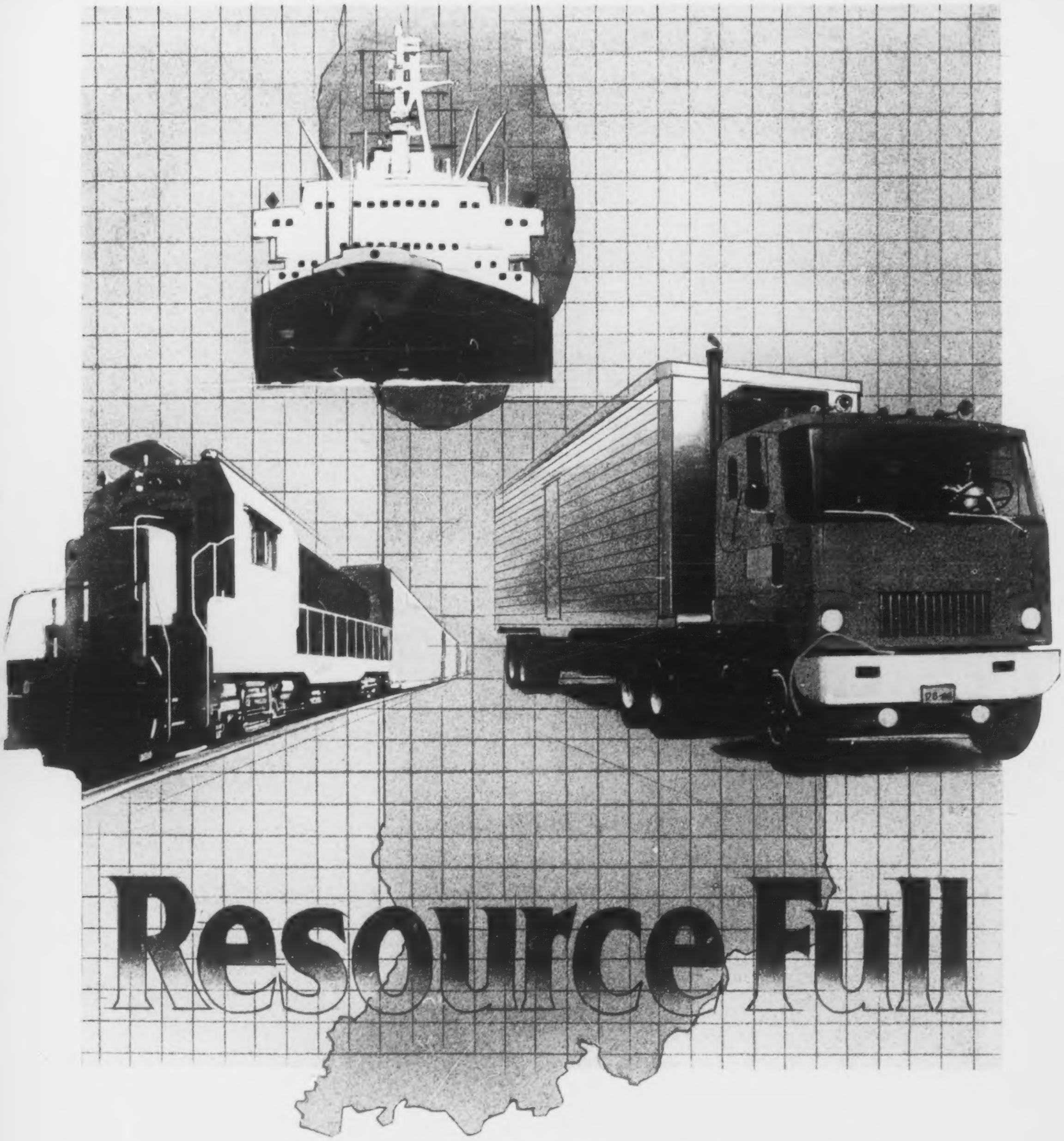
Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Anderson	26	74	5884	890
Columbus	28	75	5509	964
Evansville	31	78	4729	1378
Fort Wayne	23	73	6320	786
Gary	23	74	6251	875
Indianapolis	26	75	5650	988
Kokomo	25	74	6035	962
Marion	24	73	6318	734
Richmond	26	73	5973	728
South Bend	23	73	6377	710
Terre Haute	26	76	5521	1049

Area Wage Survey

Average straight-time hourly earnings

	Gary-Hammond-E. Chicago, IN 11/86	Indianapolis 10/86	South Bend 8/86	Louisville, KY/IN 11/86
Office, professional, & technical				
Payroll clerks ...$	9.78	8.59	7.30	8.03
Accounting clerks	9.82	7.14	6.73	7.87
File clerks	NA	4.86	5.16	5.70
Typists	8.44	6.23	NA	6.36
Key entry operators	8.99	6.56	6.33	6.17
Secretaries	10.34	9.81	9.41	9.82
Stenographers	NA	9.58	NA	NA
Switchbd opr-recep'st	6.38	5.89	6.23	6.72
Word processors	NA	7.59	6.20	NA
Drafters	11.60	12.23	9.51	13.24
Electronic technicians	14.79	12.26	11.96	10.28
Computer operators	11.03	8.96	8.15	9.13
Computer programmers	13.46	11.09	11.14	13.13
Computer systems analysts	16.00	16.32	15.20	16.67
Maintenance & powerplant				
Carpenters	13.33	14.46	10.89	13.23
Electricians	14.35	14.74	12.07	14.34
Engineers, stationary	13.13	14.22	NA	12.80
Machinists	14.23	13.23	11.27	13.45
Mechanics (machinery)	14.24	14.26	10.85	15.20
Tool & die makers	NA	14.60	NA	NA
Custodial & material movement				
Guards	6.82	6.32	8.27	4.80
Janitors, porters, & cleaners	6.57	5.89	7.59	5.71
Laborers, material handling	6.33	11.65	11.82	9.86
Shippers & receivers	NA	7.97	9.70	8.39
Truckdrivers	12.64	12.47	9.90	10.90
Forklift operators	11.80	11.10	9.54	10.63



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But our business climate has even more to offer. And Northern Indiana Public Service Company would like to show you just how **Resource Full** Northern Indiana can be. For a brochure, or a videotape, explaining all of the valuable business resources in Northern Indiana, contact:

Ed Bowles
Northern Indiana Public Service Company
5265 Hohman Ave. Hammond, IN 46320
1-800-262-6477

Northern Indiana Public Service Company NIPSCO

Circle 37 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 3 (Muncie)
Bloomington 4, 7, 18
Columbus 3 (Bloomington)
East Chicago 1, 2, 5, 8, 10 (Chicago, IL)
Elkhart 3, 7, 27
Evansville 3, 4, 12, 15, 18, 21, 23, 30, 32-34, 38
Fort Wayne 3, 9, 10, 13, 14, 20, 21, 25, 29, 32, 33, 37
Gary 2-5, 8, 10 (Chicago, IL)
Hammond 1-5, 8, 10 (Chicago, IL)
Indianapolis 3, 4, 10, 13-21, 23-26, 28-33, 35, 36, 38
Kokomo 3, 10, 22
Lafayette 3, 4, 10, 18, 21, 33
Marion 3, 4, 10 (Kokomo)
Michigan City 2-4, 10 (South Bend)
Mishawaka 3, 6 (South Bend)
Muncie 4, 10, 18
New Albany 3, 4, 11, 12 (Louisville, KY)
Richmond 3, 4, 10 (Dayton, OH)
South Bend 2, 3, 6, 10, 13, 15, 18, 21, 29, 32, 34, 37
Terre Haute 3, 4, 11, 18

Railroads

1. Baltimore & Ohio Chicago Terminal
2. Chicago S. Shore & S. Bend R.R.
3. Conrail
4. CSX Transportation, Inc.
5. Elgin, Joliet & Eastern Railway Co.
6. Grand Trunk Western R.R. Co.
7. Illinois Central Gulf R.R. Co.
8. Indiana Harbor Belt R.R. Co.
9. Norfolk Southern Corp.
10. Norfolk and Western Railway
11. Soo Line Railroad
12. Southern Railway

Airlines

13. Allegheny Commuter
14. American
15. American Eagle
16. American Trans Air
17. Continental
18. Continental Express-Britt North
19. Continental Express-Presidential Airways
20. Delta
21. Delta Connection-Comair
22. Direct Air
23. Eastern
24. Florida Express
25. Midstate Airlines
26. Midway Airlines, Inc.
27. Midway Connection-Iowa Airways
28. Midway Connection-Midway Commuter
29. Northwest
30. Northwest Airlink
31. Pan American
32. Piedmont
33. Piedmont Commuter-Jetstream Intl.
34. Trans World Express-Air Midwest
35. TWA
36. United
37. United Express-Air Wisconsin
38. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 1e, 3e, 4g
Bloomington — 9e, 4g
Columbus — 9e, 4g
East Chicago — 8eg
Elkhart — 3e, 8g
Evansville — 12eg
Fort Wayne — 3e, 8g
Gary — 8eg
Hammond — 8eg
Highland — 8eg
Indianapolis — 5e, 2g
Kokomo — 9e, 6g
Lafayette — 9e, 4g
Lawrence — 5e
Marion — 3e, 2g, 4g
Merrillville — 8eg
Michigan City — 8eg
Mishawaka — 3e, 7e, 8g
Muncie — 3e, 4g
New Albany — 9e, 4g
Portage — 8eg
Richmond — 3e, 11e, 10g
South Bend — 3e, 8g
Terre Haute — 9e, 13g

1. Anderson Mun. Lt. & Power Dept.
   550 Baxter Rd., Anderson 46011
2. Citizens Gas & Coke Utility
   2020 N. Meridian St., Indianapolis
   46202-1306
3. Indiana & Michigan Elec. Co.
   One Summit Sq., Box 60, Ft. Wayne
   46801
4. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis
   46202
5. Indianapolis Power & Light Co.
   25 Monument Circle, Box 1595-B
   Indianapolis 46206
6. Kokomo Gas & Fuel Co.
   900 E. Blvd., Kokomo 46902
7. Mishawaka Municipal Utilities
   126 N. Church St., Mishawaka 46544
8. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320
9. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
10. Richmond Gas Corp.
    33 S. 7th St., Richmond 47374
11. Richmond Power & Light
    2000 U.S. 27 S., Box 908, Richmond
    47374
12. Southern Indiana Gas & Elec. Co.
    20-24 N.W. 4th St., Evansville 47741
13. Terre Haute Gas Corp.
    632 Cherry St., Terre Haute 47807

Utilities serving cities under 25,000:

Hoosier Energy Rural Elec. Co-op, Inc.
Virgil E. Peterson, Mgr.
P.O. Box 908, Bloomington 47402
812/876-2021

Wabash Valley Power Assn.
Edward Martin, Gen. Mgr.
722 N. High School Rd.
Indianapolis 46224
317/247-1596

DEVELOPMENT COUNSELORS:

State Development Agency

Mutz, Lt. Gov. John, Dir.
Indiana Dept. of Commerce
One N. Capital, Suite 700
Indianapolis, 46204
312/232-8888

Areas & Others

Bloomington

Richey, Thayr, Exec. Dir.
Bloomington Econ. Dev. Corp.
116 W. 6th St., 47401
812/336-6381

Wobler, Gary, Dept. Mgr.
Hoosier Energy Rural Elec. Coop.
P.O. Box 908, 47402
812/879-2021

Heinmiller, Joseph
Bus. Innovation Center
South Central Indiana
1821 W. Third St., 47401
812/332-1111

Clinton

O'Conner, James
Clinton County IDC
224 Elm St., 47842
317/832-3545

Evansville

Vercauteren, Pat, Exec. V.P. & Gen. Mgr.
Metropolitan Evansville C. of C.
100 N.W. Second St., 47708
812/425-8147

Fort Wayne

Brown, David G., Dir. V.P.
Gtr. Ft. Wayne C. of C.
826 Ewing St., 46802
219/424-1435

Adams, Robert Y., Exec. Asst.
Indiana Michigan Power
1 Summit Sq.,
P.O. Box 60, 46801
219/425-2153

Schrock, Lincoln, Dir.
Indiana Northeast Dev.
P.O. Box 11099, 46855

Gary

Arshami, Taghi, Chief of Plng.
Gary Planning Dept.
475 Broadway, Ste 306, 46402

Hammond

Bowles, Edward H., Area Div. Dir.
Northern Indiana Public Service Co.
5265 Hohman Ave., 46320
800/262-6477

Indianapolis

Butler, Joseph, Mgr. Corp. Comm.
Indianapolis Power & Light Co.
P.O. Box 1595B, 46206
317/261-8259

Fowler, Robert D., V.P.
Indiana Chamber of Comm.
One North Capitol, Ste 200, 40204
317/634-6407

Roof, Douglas J., Pres.
Indianapolis Private Ind. Council
32 E. Washington St., 46204
317/639-4441

New Castle

Bogue, Charles R., CID, Pres.
New Castle/Henry Cty.
327 S. 14th St., 47362
317/529-4635

North Vernon
Hicks, Gregory F.
Jennings Cty. Econ. Dev.
Chamber of Commerce
44 Short St., 47265
812/346-2388

Plainfield
Fulford, K. Scott, Econ. Dev. Rep.
Public Service of Indiana
1000 East Main St., 46168
317/838-1954

Richmond
McDermott, Bill, CID, Exec. Dir.
Richmond Econ. Growth & Dev.
50 N. Fifth St., 47374
317/983-7234

South Bend
McMahon, Patrick M., Dir.
Project Future
401 E. Colfax Ave., Ste. 310, 46634
219/234-6590

LANSING
Lake Michigan
MICHIGAN

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, machinery, & equipment
- Bonds for pollution control
- Complete job training
- Many financial services through local Community Growth Alliances & Economic Development Corporations

Tax rates:

Corporate income tax	NA*
Personal income tax	4.6%
Sales tax	4%
Incorporation fee	$35 min. initial filing fee; $15 annual report fee
Franchise fee	$250
Inventory tax	NA*
Gasoline tax	$.15/gal.

*Eliminated by single business tax: 2.35% of tax base

Advanced education facilities:

Four-year colleges & universities	71
Two-year or junior colleges	29
Vocational & business schools	285

Medical facilities:

Hospitals	231
Clinics	NA

Labor analysis:

Civilian labor force	4,574,000 (6/87)
High school graduates	125,666

For additional labor market information, contact Employ. Security Commission, Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit, MI 48202, 313/867-5000

Environment controls:

Air pollution: Robert Miller, Chief, Air Quality Div., Dept. of Natural Resources, P.O. Box 30028, Lansing, MI 48909, 517/373-7028

Water pollution: Delbert Rector, Deputy Dir., Environ. Protection Bureau, Dept. of Natural Resources, (same address as above) 517/373-7917

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1987 Thousands
MICHIGAN	9,258.3	9,222.9
Allen Park	34.2	NA
Ann Arbor	107.3	106.0
Battle Creek	35.7	54.2
Bay City	41.6	39.0
Burton	30.0	NA
Dearborn	90.7	86.7
Dearborn Heights	67.7	62.7
Detroit	1,203.3	1,078.9
East Detroit	38.3	NA
East Lansing	48.3	47.3
Farmington Hills	58.1	64.7
Ferndale	26.2	NA
Flint	159.6	150.7
Garden City	35.6	NA
Grand Rapids	181.8	188.7
Highland Park	27.9	NA
Holland	26.3	29.5
Inkster	35.2	NA
Jackson	39.7	38.3
Kalamazoo	79.7	77.7
Kentwood	30.4	NA
Lansing	130.4	130.7
Lincoln Park	45.1	43.2
Livonia	104.8	100.1
Madison Heights	35.4	NA
Midland	37.3	37.6
Muskegon	40.8	39.9
Oak Park	31.5	NA
Pontiac	76.7	71.5
Port Huron	34.0	34.3
Portage	38.2	NA
Roseville	54.3	52.9
Royal Oak	70.9	67.4
Saginaw	77.5	73.8
St. Clair Shores	76.2	72.8
Southfield	75.6	74.3
Southgate	32.1	NA
Sterling Heights	109.0	112.1
Taylor	77.6	72.9
Troy	67.1	68.5
Warren	161.1	154.6
Westland	84.6	80.9
Wyandotte	34.0	NA
Wyoming	59.6	62.8

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1987 Thousands
*Ann Arbor	264.7	270.2
Battle Creek	141.6	137.4
Benton Harbor	171.3	165.7
*Detroit	4,352.8	4,358.7
Flint	450.0	441.0
Grand Rapids	601.7	643.5
Jackson	151.5	147.5
Kalamazoo	212.4	217.8
Lansing-East Lansing	420.0	429.6
Muskegon	157.6	157.2
Saginaw-Bay City-Midland	422.0	409.4

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN	961.7	42.7	12.92
Ann Arbor	37.9	45.5	14.21
Detroit	468.3	43.5	14.04
Flint	53.4	41.7	15.42
Grand Rapids	94.8	40.9	11.14
Kalamazoo	29.1	43.7	12.43
Lansing-East Lansing	32.8	42.1	13.31
Saginaw-Bay City-Midland	45.9	43.0	14.07

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MICHIGAN	4,518.2	333.5	6.9
Ann Arbor	160.5	6.0	3.5
Battle Creek	63.2	5.0	7.2
Benton Harbor	77.0	4.9	5.8
Detroit	2,201.8	166.5	7.0
Flint	202.9	23.4	12.2
Grand Rapids	341.8	19.0	5.0
Jackson	62.1	4.5	6.5
Kalamazoo	116.3	5.9	4.7
Lansing-East Lansing	234.9	14.8	5.6
Muskegon	67.6	6.2	8.5
Saginaw-Bay City-Midland	189.6	13.8	6.7

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	98.7	NA	NA
MANUFACTURING	984.1	43.1	12.64
DURABLE GOODS	770.3	43.5	13.20

Lumber & wood prods.-SIC 24	12.2	37.5	7.98
Furniture & fixtures-SIC 25	25.7	41.3	9.59
Stone, clay, & glass prods.-SIC 32	18.0	NA	NA
Primary metal industries-SIC 33	51.7	42.2	12.13
Fabricated metal products-SIC 34	120.5	42.9	12.56
Machinery, except electrical-SIC 35	131.9	43.3	12.59
Electrical & electronic equip.-SIC 36	35.8	40.9	10.62
Transportation equipment-SIC 37	353.2	44.8	14.81
Instruments & related prods.-SIC 38	14.0	NA	NA
Misc. mfg. industries-SIC 39	7.3	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Detroit 4/86	Saginaw 11/86
Office, professional, & technical		
Payroll clerks ....$	9.15	9.79
Accounting clerks	8.33	7.78
File clerks........................	5.43	5.12
Typists	6.89	NA
Key entry operators	7.10	7.14
Secretaries	11.90	11.86
Stenographers	11.01	NA
Switchbd opr-recept's.....	6.89	5.96
Word processors	8.62	NA
Drafters...........................	13.80	NA
Electronics technicians..	13.44	NA
Computer operators........	10.70	7.85
Computer programmers .	13.15	9.38
Computer systems analysts	17.08	16.05
Maintenance & powerplant		
Carpenters........................	14.91	NA
Electricians	15.04	NA
Engineers, stationary......	14.53	NA
Machinists........................	13.85	NA
Mechanics (machinery)...	15.29	NA
Tool & die makers	15.47	NA
Custodial & material movement		
Guards	6.99	9.34
Janitors, porters, & cleaners	7.81	5.78
Laborers, material handling........................	11.33	NA
Shippers & receivers.......	11.71	10.09
Truckdrivers	12.81	11.96
Forklift operators	12.98	NA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan	Jul.	Heating	Cooling
Ann Arbor	24	73	6346	723
Battle Creek	22	72	6723	599
Detroit	23	72	6563	615
Flint	21	70	7068	456
Grand Rapids	22	71	6927	570
Holland	24	71	6569	587
Jackson	22	72	6833	609
Kalamazoo	24	73	6281	751
Lansing	22	71	6987	530
Midland	22	72	6847	555
Muskegon	23	70	6925	451
Pontiac	22	72	6658	636
Port Huron	24	72	6611	621
Saginau	21	71	7103	501
Ypsilanti	24	73	6479	706

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	260	17,400
Portland	5,100	230,700
Clays	970	4,216
Gem stones	NA	W
Gypsum	1,961	15,299
Iron ore (usable)—thou. long tons, gross wt.	10,700	W
Lime	525	24,311
Peat	295	5,818
Salt	797	70,638
Sand & gravel:		
Construction	36,800	78,500
Industrial	3,400	26,200
Stone:		
Crushed	30,200	89,700
Dimension	6	148
Combined value of bromine, calcium chloride, copper, gold, iodine, iron oxide pigments (crude), magnesium compounds, and values indicated by symbol W		761,038
Total 1986 (preliminary)		1,323,968

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Detroit.

Allen Park 5, 7 (D)
Ann Arbor 1, 8 (D)
Battle Creek 1, 5 (D)
Bay City 3-5 (Saginaw)
Burton 5 (Flint)
Dearborn 1, 3, 5, 7 (D)
Dearborn Heights (D)
Detroit 1-3, 5, 6, 9, 10, 12-15, 17-20, 22, 24-33, 35
East Detroit 5 (D)
East Lansing 3, 5 (Lansing)
Ferndale 5 (D)
Flint 3, 5, 11, 25, 27
Garden City (D)
Grand Rapids 1, 3, 5, 10, 11, 16, 19, 21, 23-25, 27, 33, 35
Highland Park 1, 3, 5, 7 (D)
Holland 3 (Grand Rapids)
Inkster 1 (D)
Jackson 1, 25
Kalamazoo 1, 5, 11, 19, 24, 25, 27, 34
Kentwood (Grand Rapids)
Lansing 1, 3, 5, 11, 19, 24, 27, 34
Lincoln Park 1 (D)
Livonia 3 (D)
Madison Heights (D)
Midland 3 (Saginaw)
Muskegon 3, 5, 11, 25
Oak Park (D)
Pontiac 5 (D)
Port Huron 3, 5 (Sarnia, Ont.)
Portage 1 (Kalamazoo)
Roseville (D)
Royal Oak 5 (D)
Saginaw 3, 5, 11, 16, 24, 25, 33
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 7 (D)
Troy (D)
Warren 1 (D)
Westland (D)
Wyandotte 5 (D)
Wyoming 1, 3 (Grand Rapids)

Railroads

1. Conrail
2. CP Rail
3. CSX Transportation, Inc.
4. Detroit & Mackinac Railway Co.
5. Grand Trunk Western R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Tuscola & Saginaw Bay Rwy. Co.

Airlines

9. Air America
10. American
11. American Eagle
12. BAS Airlines
13. Braniff
14. British Airways
15. City Express
16. Commuter Express
17. Continental
18. Delta
19. Delta Connection-Comair
20. Eastern
21. Midstate Airlines
22. Midway Airlines, Inc.
23. Midway Connection-Midway Commuter
24. Northwest
25. Northwest Airlink
26. Pan American
27. Piedmont
28. Piedmont Commuter-Jetstream Intl.
29. Sabena
30. Skycraft Air Trans.
31. Southwest Airlines
32. TWA
33. United
34. United Express—Air Wisconsin
35. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Allen Park — 4e, 9g
Ann Arbor — 4e, 8g
Battle Creek — 3e, 1g
Bay City — 2e, 3eg
Burton — 3g
Dearborn — 4e, 8g
Dearborn Heights — 4e, 8g
Detroit — 4e, 5e, 8g
East Detroit — 4e, 3g
East Lansing — 3eg, 7e
Farmington Hills — 4e, 3g
Ferndale — 4e, 3g
Flint — 3eg
Garden City — 4e, 3g

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Economic Development Information Center
Consumers Power Company
200 E. Michigan Avenue, Kalamazoo, MI 49007

Type of information needed ____________

Name ____________

Company ____________

Address ____________

City/State/Zip ____________ 1916-C

Michigan's Natural Gas and Electric Utility

Circle 38 on Brochure Service Card

Grand Rapids — 3e, 8g
Highland Park — 4e
Holland — 6e, 10g
Inkster — 4e
Jackson — 3eg
Kalamazoo — 3eg
Kentwood — 3e
Lansing — 7e, 3g
Lincoln Park — 4e
Livonia — 4e, 3g
Madison Heights — 4e, 3g
Midland — 3eg
Muskegon — 3e, 8g
Oak Park — 4e, 3g
Pontiac — 3eg
Portage — 3eg
Port Huron — 4e, 11g
Roseville — 4e, 3g
Royal Oak — 4e, 3g
Saginaw — 3eg
St. Clair Shores — 4e, 3g
Southfield — 4e, 3g
Southgate — 4e
Sterling Heights — 4e, 3g
Taylor — 4e
Troy — 4e, 3g
Warren — 4e, 3g
Westland — 4e, 3g
Wyandotte — 12e
Wyoming — 3e

1. Battle Creek Gas Co.
   23 E. Michigan Mall, Battle Creek 49016
2. Bay City Electric Lt. & Power
   900 S. Water St., Bay City 48708
3. Consumers Power Co.
   212 W. Michigan Ave., Jackson 49201
4. Detroit Edison Co.
   2000 Second Ave., Detroit 48226
5. Detroit Public Lighting Dept.
   9449 Grinnell Ave., Detroit 48213
6. Holland Board of Pub. Works
   268 River Ave., Holland 49423
7. Lansing Bd. of Water and Lt.
   123 W. Ottawa St., Box 13007
   Lansing 48901
8. Michigan Consolidated Gas Co.
   500 Griswold, Detroit 48226
9. Michigan Gas Utilities Co.
   899 S. Telegraph Rd., Monroe 48161
10. Michigan Power Co.
    100 S. Main St., Box 367, Three Rivers 49093
11. Southeastern MI Gas Co.
    405 Water St., Port Huron 48060
12. Wyandotte Munic. Service Cmsn.
    3005 Biddle Ave., Wyandotte 48193

Utility serving cities under 25,000:

Wolverine Power Supply Co-op
Raymond R. Cristell, Mgr.
P.O. Box 369, Boyne City 49712
616/582-6572

DEVELOPMENT COUNSELORS:

State Development Agency

Main, Greg, Dir.
Manufacturing Dev. Group
Michigan Dept. of Commerce
P.O. Box 30225, Lansing, 48909
517/373-0601

Areas & Others

Ann Arbor
Bliss, Robert A.
Huron Center
Swisher Realty Co.
475 Market Place, Ste A., 48108
313/662-0501

Detroit
Pienick, Matthew L. Dir. Econ. Dev.
Detroit Edison
2000 Second Ave., 48226
313/237-8883

Pryor, Jack, C.I.D., V.P.
Detroit Econ. Growth Corp.
Suite 600, First Nat'l Bldg., 48226
313/963-2940

Grand Rapids
Krupp, Charles C., C.I.D.
City of Grand Rapids
Economic Development Office
300 Monroe Avenue, 49503
616/456-3167

Powers, Joseph, Sr. V.P.
Grand Rapids Area C. of C.
17 Fountain St. N.W., 49503
616/459-7221

Harrison
Volker-Foreman, Roberta, Exec. Dir.
Region 7B Consortium
402 N. First St.
P.O. Box 408, 48625
517/539-2173

Jackson
O'Neill, John F., C.I.D., Dir.
Jackson Alliances For Bus. Dev.
133 W. Michigan Ave., 49201
517/788-4455

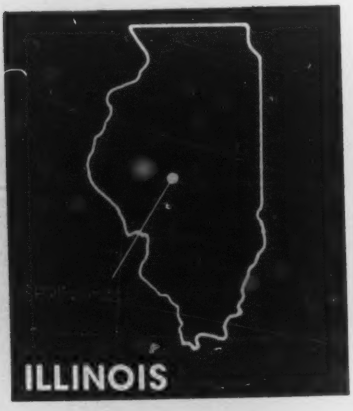
Surbrook, Richard R., Econ. Dev. Dir.
Consumers Power Co.
212 W. Michigan Ave., 49201
517/788-0345

Midland
Reinbolt, M.J., Special Projects Mgr.
Midland Cty. Econ. Dev. Corp.
300 Rodd St., 48640
517/839-0340

Mt. Pleasant
Dunn, George W., Exec. Dir.
Middle Michigan Dev. Corp.
111 S. University, 48858
517/772-2858

Port Huron
Patterson, Robert L., Exec. Dir.
Port Huron-St. Clair Cty. Ind. Dev. Corp.
511 Fort St., Ste. 530, 48060
212/982-9511

Three Rivers
Visel, Barry L., Econ. Dev. Consultant
Indiana Michigan Power
100 S. Main Street
P.O. Box 367, 49093
616/279-5261



STATE INFORMATION:

Financial assistance to industry:
- Machinery sales tax exemption
- Investment tax credit
- Property tax exemption
- Aid for job training
- Site location assistance
- Direct loans and grants

Additional enterprise zone incentives:
- Investment tax credit
- Jobs tax credit
- Bldg. materials sales tax exempt
- Utility tax abatement
- Consumables sales tax exempt

Tax rates:

Corporate income tax	6.5%
Personal income tax	2.5%
Personal property tax	none
Sales tax	5% state; 1%-3% local
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	186
Two-year or junior colleges	52
Vocational & bus. schools	232 +

Medical facilities:

Hospitals	281
Physicians	21,000 +

Labor analysis:

Civilian labor force	5,716,000
High school graduates	4,300,000 in labor force

For additional labor market information, contact Research Division, Ill. Dept. of Commerce & Community Affairs, 620 E. Adams, Springfield, IL 62701, 217/782-1438

Environment controls:

Industrial Development Division, Illinois Dept. of Commerce & Community Affairs, 620 E. Adams, Springfield, IL 62701, 217/782-3891

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ILLINOIS	11,418.5	11,663.2
Addison	28.8	NA
Alton	34.2	33.2
Arlington Heights	66.1	69.1
Aurora	81.3	90.5
Belleville	42.2	42.2
Berwyn	46.8	45.5
Bloomington	44.2	48.0
Bolingbrook	37.3	NA
Burbank	28.5	NA
Calumet City	39.7	NA
Carbondale	27.2	NA
Champaign	58.1	60.7
Chicago	3,005.1	3,020.3

Chicago Heights	37.0	35.5
Cicero	61.2	61.1
Danville	39.0	NA
Decatur	94.1	91.4
De Kalb	33.1	NA
Des Plaines	53.6	57.1
Downers Grove	39.3	44.4
East St. Louis	55.2	50.9
Elgin	63.8	71.4
Elk Grove Village	28.9	NA
Elmhurst	44.3	45.5
Evanston	73.7	71.8
Freeport	26.4	NA
Galesburg	35.3	NA
Glenview	30.8	NA
Granite City	36.8	35.9
Hanover Park	28.9	NA
Harvey	35.8	NA
Highland Park	30.6	NA
Hoffman Estates	38.3	NA
Joliet	78.0	78.6
Kankakee	30.1	29.1
Lansing	29.0	NA
Lombard	37.3	NA
Maywood	28.0	NA
Moline	45.7	45.6
Mount Prospect	52.6	53.4
Naperville	42.3	57.6
Niles	30.4	NA
Normal	35.7	37.0
Northbrook	30.7	NA
North Chicago	38.8	41.1
Oak Forest	26.1	NA
Oak Lawn	60.6	58.2
Oak Park	54.9	54.9
Palatine	32.2	NA
Park Forest	26.2	NA
Park Ridge	38.7	NA
Pekin	34.0	33.3
Peoria	124.2	118.8
Quincy	42.4	41.2
Rock Island	47.0	45.1
Rockford	139.7	138.4
Schaumburg	52.3	57.7
Skokie	60.3	59.1
Springfield	99.6	104.4
Tinley Park	26.2	NA
Urbana	36.0	34.1
Waukegan	67.7	72.7
Wheaton	43.0	51.0
Wilmette	28.2	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	- Thousands -	
*Aurora-Elgin	316.0	350.6
Bloomington-Normal	119.1	125.4
Champaign-Urbana-Rantoul	168.4	170.9
*Chicago	6,060.0	6,166.3
Davenport-Rock Island-Moline, IA/IL	384.0	386.0
Decatur	131.4	128.0
*Joliet	355.0	381.1
Kankakee	102.9	102.9
*Lake County	440.0	478.2
Peoria	365.9	362.6
Rockford	279.5	284.0
St. Louis, MO/IL	2,377.0	2,451.2
Springfield	187.8	195.9

*Primary Metropolitan Statistical Areas (PMSAs)

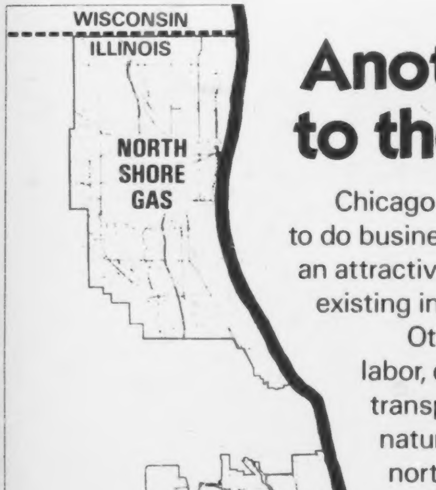
LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS	934.1	41.5	10.81
Aurora-Elgin	37.0	43.0	10.74
Bloomington-Normal	5.1	41.6	11.01
Champaign-Urbana-Rantoul	7.6	40.0	8.96
Chicago	542.0	42.5	10.65
Davenport-Rock Island-Moline	33.0	40.0	12.68
Decatur	13.0	41.7	14.08
Joliet	19.6	41.4	11.91
Kankakee	5.1	39.8	9.63
Lake County	40.4	40.9	11.10
Peoria	32.1	46.2	13.22
Rockford	44.2	41.8	11.25
Springfield	3.9	42.5	12.16

*preliminary figures for production workers



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Peoples Energy Corporation
Community Economic Development Section
122 South Michigan Avenue
Chicago, Illinois 60603
(312) 431-4892-3

Circle 39 on Brochure Service Card

ILLINOIS

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	37.9	16.80	39.9
MANUFACTURING	981.1	40.6	10.37
DURABLE GOODS	604.6	41.0	10.62
Lumber & wood prods.-SIC 24	10.5	40.1	7.37
Furniture & fixtures-SIC 25	17.2	41.6	8.16
Stone, clay, & glass prods.-SIC 32	24.8	40.1	10.72
Primary metal industries-SIC 33	57.9	41.3	12.58
Fabricated metal products-SIC 34	114.6	41.6	10.65
Machinery, except electrical-SIC 35	148.4	41.4	11.68
Electrical & electronic equip.-SIC 36	131.9	40.0	9.0
Transportation equipment-SIC 37	42.1	41.7	12.32
Instruments & related prods.-SIC 38	36.2	40.0	9.79
Misc. mfg. inds.-SIC 39	21.0	40.1	7.51

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ILLINOIS	5,851.3	368.4	6.3
Aurora-Elgin	180.5	8.2	4.5
Bloomington-Normal	66.1	2.6	3.9
Champaign-Urbana-Rantoul	89.0	3.3	3.7
Chicago	3,210.3	189.9	5.9
Davenport-Rock Island-Moline	179.8	12.7	7.0
Decatur	60.3	5.5	9.1
Joliet	194.4	11.9	6.1
Kankakee	46.8	3.8	8.1
Lake County	268.3	9.9	3.7
Peoria	154.8	10.2	6.6
Rockford	148.0	12.0	8.1
Springfield	106.7	5.1	4.7

*preliminary figures

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Aurora	20	73	6618	733
Chicago	21	73	6455	740
Danville	26	75	5599	1009
Decatur	26	77	5453	1175
DeKalb	19	73	6703	767
Moline	20	75	6498	899
Peoria	22	75	6226	948
Quincy	24	77	5789	1120
Rockford	18	73	6952	714
Springfield	25	77	5654	1165
Urbana	25	75	5758	1019
Waukegan	20	72	6881	591

Circle 41 on Brochure Service Card →

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

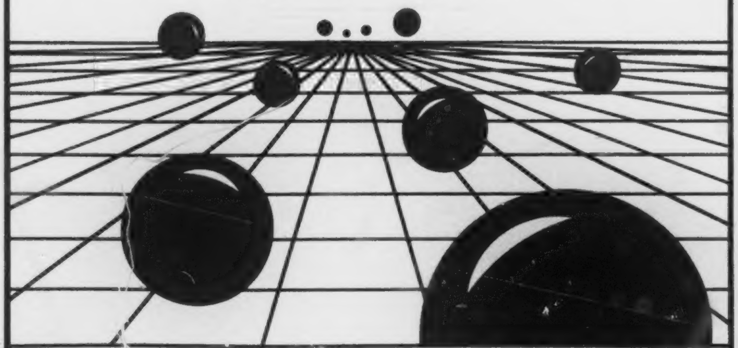
Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Chicago.

Addison 5 (C)
Alton 4, 12, 18 (St. Louis, MO)
Arlington Heights 7 (C)
Aurora 4 (C)
Belleville 9, 12, 22 (St. Louis, MO)
Berwyn 4, 5 (C)
Bloomington 8, 18, 36, 55, 69
Bolingbrook (C)
Burbank (C)
Calumet City 2, 13 (C)
Carbondale 61
Champaign 8, 12, 18, 36, 38, 55, 60, 69, 71
Chicago 1-9, 11-14, 17, 18, 21, 24-37, 39, 40, 42-60, 62-68, 70-75
Chicago Heights 2, 8-10, 21, 24 (C)
Cicero 2-4 (C)
Danville 8, 9, 18, 21, 24, 36
Decatur 9, 12, 13, 17, 18, 36, 69
DeKalb 7 (Rockford)
Des Plaines 7, 21, 25 (C)
Downer's Grove 4 (C)
East St. Louis 4, 7-9, 12, 16-19, 22-24, (St. Louis, MO)
Elgin 7, 21 (C)
Elk Grove Village 7, 21 (C)
Elmhurst 5, 7 (C)
Evanston 7 (C)
Freeport 5, 12 (Rockford)
Galesburg 1, 4, 36
Glenview 7, 21 (C)
Granite City 7-9, 12, 18, 19, 23, 24 (St. Louis, MO)
Hanover Park 21 (C)
Harvey 2, 11, 12 (C)
Highland Park 7 (C)
Joliet 1, 7, 9, 10, 12 (C)
Kankakee 12 (C)
Lansing 8 (C)
Lombard 7, 12 (C)
Maywood 7, 13 (C)
Moline 4, 14, 21, 31, 32, 36, 41, 56, 71-73
Mount Prospect 7 (C)
Naperville 4 (C)
Niles 21 (C)
Normal 12, 18 (Bloomington)
Northbrook 21 (C)
North Chicago 7, 10 (C)
Oak Forest 7 (C)
Oak Lawn 2, 9, 18 (C)
Oak Park 2, 7 (C)
Palatine 7 (C)
Park Forest 10 (C)
Park Ridge 7 (C)
Pekin 8, 12 (Peoria)
Peoria 1, 4, 7, 8, 12, 18, 31, 36, 55, 56, 70-73
Quincy 4, 18, 36, 39
Rock Island 4, 9, 14, 21 (Moline)
Rockford 4, 5, 7, 21, 57
Schaumburg 21 (C)
Skokie 7, 21 (C)
Springfield 9, 12, 18, 31, 36, 55, 70
Tinley Park 7 (C)
Urbana 8, 12, 18 (Champaign)

LAKE COUNTY
....ATTRACTS

Lake County, Illinois is the nucleus of an emerging high technology corridor of opportunity . . . magnetically attracting other high tech industries. The compelling force is success, generating success.

A designated high technology corridor.



Call or write for a free information packet, and ask about our video.

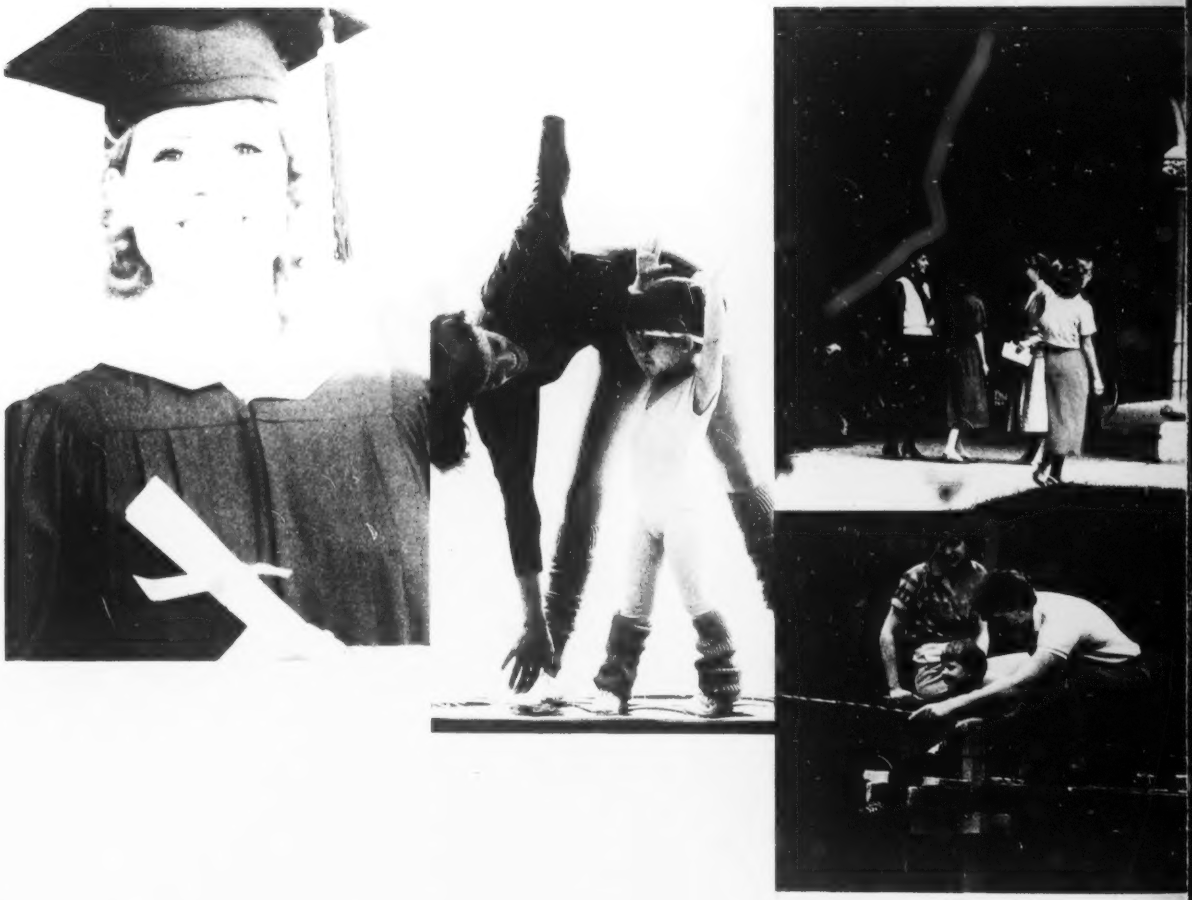
In cooperation with the
Department of Commerce and Community Affairs

Lake County, Illinois
EDC
Economic Development Commission
18 NORTH COUNTY STREET
WAUKEGAN, ILLINOIS 60085
312/360-6350

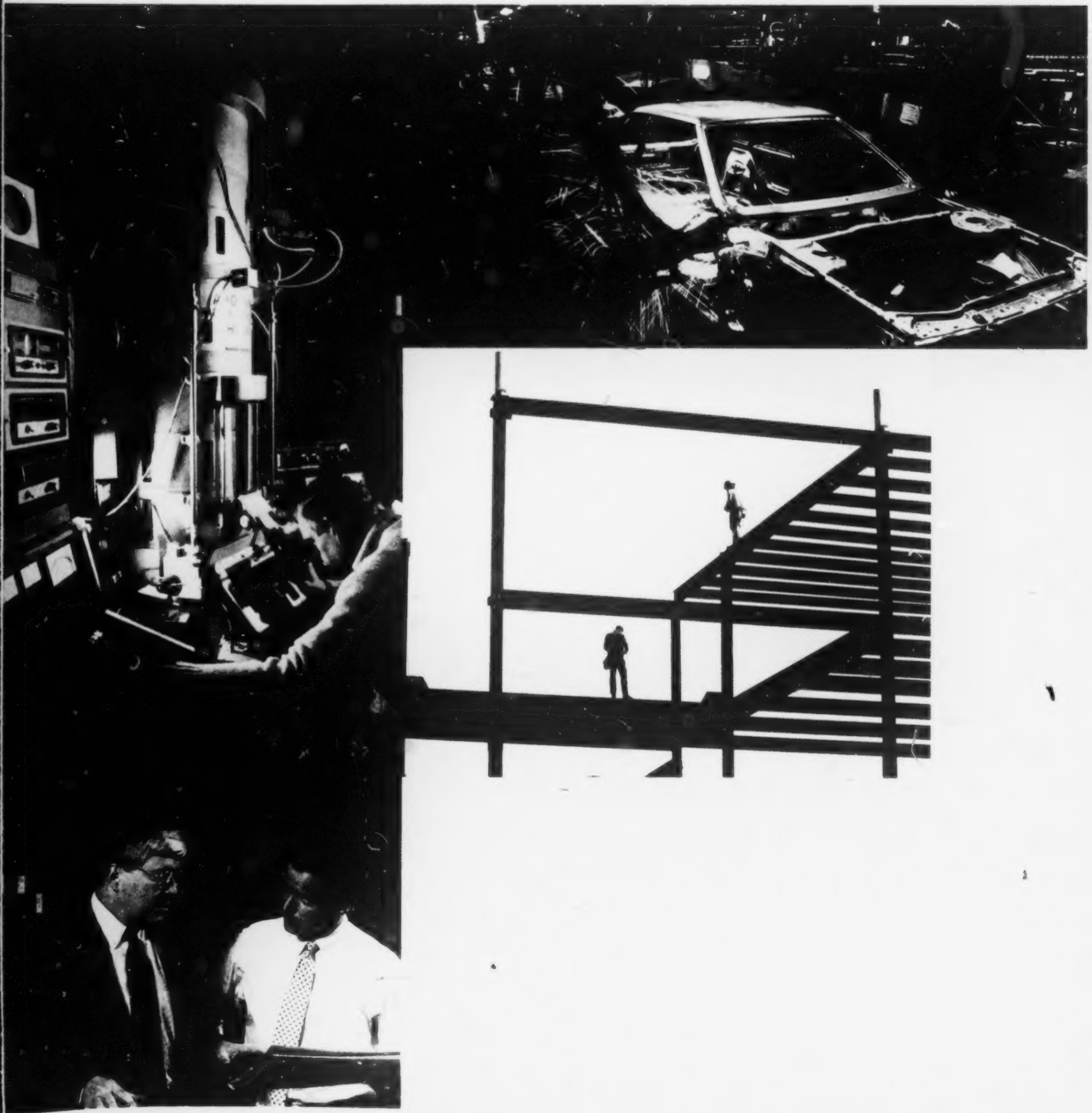
Circle 40 on Brochure Service Card

Northern Illinois is

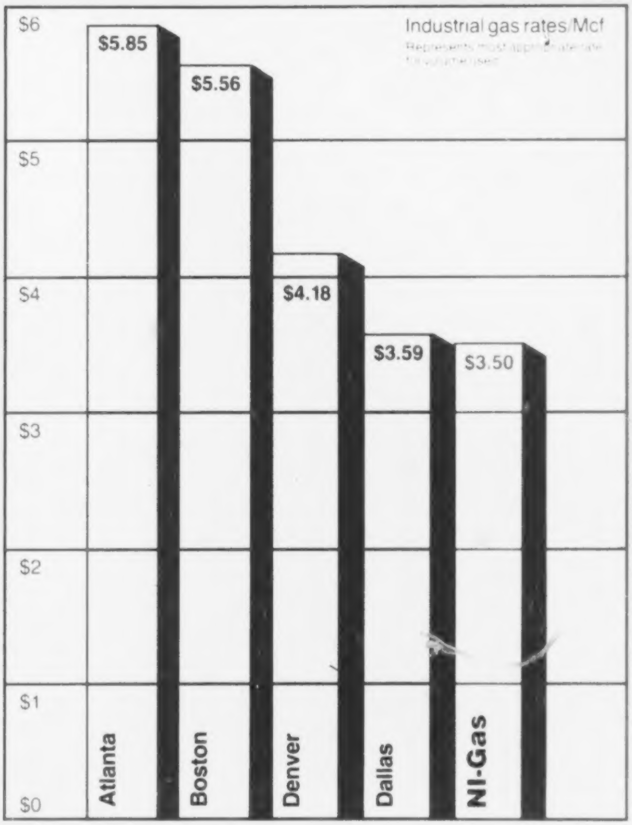
a great place to raise your kids... raise



your productivity... raise your revenues...



...and lower your energy costs.



Rates effective March 31, 1987. Includes all state and local taxes

Uninterrupted, low-cost natural gas energy
plus
the highest quality of life for families
plus
access to markets, suppliers, transportation
plus
abundant water, skilled labor, and more....

For a complete kit showing you how to raise your profitability in northern Illinois, write J. Robert White, Northern Illinois Gas, P.O. Box 1565, Aurora, IL 60507-1565, or call (312) 983-8888

NORTHERN ILLINOIS GAS
One of the [illegible]

Waukegan 7, 10 (C)
Wheaton 7 (C)
Wilmette 7 (C)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Baltimore & Ohio Chicago Terminal
3. Belt Railway Co. of Chicago
4. Burlington Northern R.R. Co.
5. Chicago Central & Pacific Railroad
6. Chicago S. Shore & S. Bend R.R.
7. Chicago & North Western System
8. Conrail
9. CSX Transportation, Inc.
10. Elgin, Joliet & Eastern Railway Co.
11. Grand Trunk Western R.R. Co.
12. Illinois Central Gulf R.R. Co.
13. Indiana Harbor Belt R.R. Co.
14. Iowa Interstate R.R. Ltd.
15. Milwaukee Road
16. Missouri-Kansas-Texas R.R. Co.
17. Norfolk Southern Corp.
18. Norfolk and Western Railway
19. St. Louis Southwestern Railway Co.
20. Seabord System Railroad
21. Soo Line Railroad Co.
22. Southern Railway
23. Terminal R.R. Assn. of St. Louis
24. Union Pacific Railroad
25. Wisconsin Central Ltd.

Airlines

26. Air Canada
27. Air France
28. Alaska Airlines
29. Alitalia
30. American
31. American Eagle
32. America West
33. Braniff
34. British Airways
35. Continental
36. Continental Express-Britt North
37. Delta
38. Delta Connection-Comair
39. Direct Air
40. Eastern
41. Eastern Express-Air Midwest
42. Ecuatoriana
43. El Al
44. Great Lakes Aviation
45. Great Lakes Link-Alliance
46. Iberia
47. Icelandair
48. Japan Air Lines
49. KLM
50. Lufthansa
51. Mexicana
52. Midstate Airlines
53. Midway Airlines, Inc.
54. Midway Connection-Iowa Airways
55. Midway Connection-Midway Commuter
56. Northwest
57. Northwest Airlink
58. Pan American
59. Philippine Airlines
60. Piedmont
61. Prime Air
62. Propheter Aviation
63. Royal Jordanean
64. Sabena
65. SAS
66. Southwest Airlines
67. Swissair
68. Trans North Aviation
69. Trans World Express-Air Midwest
70. Trans World Express-Resort Air
71. TWA
72. United
73. United Express-Air Wisconsin
74. USAir
75. Yugoslav Airlines

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,500	106,100
Clays (excl. fuller's earth)	271	948
Gem stones	NA	W
Sand & gravel:		
Construction	28,800	84,400
Industrial	4,000	53,100
Stone:		
Crushed	44,000	178,400
Dimension	2	107
Combined value of barite (1985), cement (masonry), clays (fuller's earth), copper (1985), fluorspar, lead, lime, peat, silver (1985), tripoli, zinc and values indicated by symbol W		69,534
Total 1986 (preliminary)		492,589

* thousand short tons
W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Addison — 3e, 7g
Alton — 11eg
Arlington Heights — 3e, 7g
Aurora — 3e, 7g
Belleville — 4eg
Berwyn — 3e, 7g
Bloomington — 4e, 7g
Bolingbrook — 3e, 7g
Burbank — 3e, 7g
Calumet City — 3e, 7g
Carbondale — 2eg
Champaign — 4eg
Chicago — 3e, 9g
Chicago Heights — 3e, 7g
Cicero — 3e, 7g
Danville — 4eg
Decatur — 4eg
DeKalb — 3e, 7g
Des Plaines — 3e, 7g
Downers Grove — 3e, 7g
East St. Louis — 11e
Elgin — 3e, 7g
Elk Grove Village — 3e, 7g
Elmhurst — 3e, 7g
Evanston — 3e, 7g
Freeport — 3e, 7g
Galesburg — 4eg
Glenview — 3e, 7g
Granite City — 4eg
Hanover Park — 3e, 7g
Harvey — 3e, 7g
Highland Park — 3e, 8g
Hoffman Estates — 3e, 7g
Joliet — 3e, 7g
Kankakee — 3e, 7g
Lansing — 3e, 7g
Lombard — 3e, 7g
Maywood — 3e, 7g
Moline — 5eg
Mt. Prospect — 3e, 7g
Naperville — 6e, 7g
Niles — 3e, 7g
Normal — 4e, 7g
Northbrook — 3e, 7g, 8g
North Chicago — 3e, 8g
Oak Forest — 3e, 7g
Oak Lawn — 3e, 7g
Oak Park — 3e, 7g
Palatine — 3e, 7g
Park Forest — 3e, 7g
Park Ridge — 3e, 7g
Pekin — 1eg
Peoria — 1eg
Quincy — 2eg
Rock Island — 5eg
Rockford — 3e, 7g
Schaumburg — 3e, 7g
Skokie — 3e, 7g
Springfield — 10e, 1g
Tinley Park — 3e, 7g
Urbana — 4eg
Waukegan — 3e, 8g
Wheaton — 3e, 7g
Wilmette — 3e, 7g

1. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
2. Central Illinois Public Service
   607 E. Adams St., Springfield 62739
3. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
4. Illinois Power Co.
   500 S. 27th St., Decatur 62525
5. Iowa-Illinois Gas & Elec. Co.
   206 E. 2nd St., Box 4350, Davenport, IA 52808

We can help your business to expand in:

The GREAT AMERICAN COUNTY®

LAKE COUNTY, ILLINOIS

Contact:
Charles C. Isely III, CCE
Waukegan/Lake County
Chamber of Commerce
414 N. Sheridan Road
Waukegan, IL 60085-4096
312/249-3800

Circle 42 on Brochure Service Card

ILLINOIS

6. Naperville Electrical Dept.
   175 W. Jackson Ave., Naperville
   60566
7. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507-0190
8. North Shore Gas Co.
   122 S. Michigan Ave., Chicago 60603
9. Peoples Gas Light & Coke Co.
   122 S. Michigan Ave., Chicago 60603
10. Springfield Water, Lt. & Pwr. Dept.
    201 Municipal Bldg., Springfield
    62757
11. Union Electric Co., 1901 Gratiot St.,
    St. Louis, MO 63166

Utilities serving cities under 25,000:

Southern Illinois Power Co-op
James R. Chapman, Mgr.
Rte. 4, Box 311, Marion 62959
618/964-1448

Soyland Power Co-op
Ed H. Williams, Gen. Mgr.
P.O. Box A-1606, Decatur 62525
217/423-8000

DEVELOPMENT COUNSELORS:

State Development Agency

Hedges, Jay, Dir.
Illinois Dept. of Commerce &
Community Affairs
620 E. Adams
Springfield, 62706
217/782-7500

Areas & Others

Aurora
Becker, Charles O., R.E. Mgr.
Northern Ill. Gas Co.
P.O. Box 190, 60507-0190
312/983-8888

Chicago
Abel, Joseph H.
City of Chicago Econ. Dev. Cmsn.
1503 Merchandise Mart, 60654
312/744-9550

Stephens, Jack, Econ. Dev. Coord.
Commonwealth Edison
P.O. Box 767, 60690
312/294-3038

Koska, Edward T., Adv. Mgr.
Peoples Energy Corp.
122 S. Michigan Ave., 60603
312/431-4860

Decatur
Eggars, Richard L., C.I.D.
Levi, George, Supervisor Econ. Dev.
Illinois Power Co.
Econ. Dev. Dept.
500 S. 27th St., 62525-1805
217/424-6801

Freeport
Furber, Joseph P., C.I.D.
Freeport Area Econ. Dev. Fdtn.
223 W. Stephenson St., Ste 207, 61032
815/232-2030

Greenville
Stoever, Larry, City Mgr.
City of Greenville
404 S. 3rd. St., 62246
618/664-1644

Joliet
Fitzgerald, Ruth C., Exec. Dir.
Joliet/Will Cty. Ctr. for Econ Dev.
2 Rialto Sq., 60431
815/723-1800

Lewistown
Olson, Mary, Div.
Spoon River Mktg. Office
Econ. Dev. Corp. of Fulton Cty.
131 S. Main St., 61542
309/547-7363

Matteson
Johnson, Jeff, Dev. Planner
Village Hall, Dept. 5730, 60443
312/481-8373

Mattoon
Manegold, Christopher M., C.I.D., Exec. V.P.
Mattoon Association of Comm.
1701 Wabash Ave., 61938
217/235-5661

Oglesby
Brandt, Helen M., Exec. V.P.
Northern Illinois Ind. Dev. Corp.
2578 E. 350th Rd., 61348
815/224-4833

Ottawa
Bruehler, James
Ottawa Area Chamber of Comm.
P.O. Box 888, 61350
815/433-0084

Peoria
Ogden, Stan, Econ. Dev. Rep.
Central Ill. Light Co. (CILCO)
300 Liberty St., 61602
309/672-5015

Quad Cities
Gibeault, Donald, V.P., Mktg.
Quad City Dev. Group
406 1st National Bank Bldg., 61201
309/788-7436

Quincy
Mentesti, James E., Exec. Dir.
Great River Econ. Dev. Fdtn.
314 Maine St., 62301
217/223-4313

Springfield
Rakers, Ray, Ind. Svcs. Mgr.
Central Illinois Public Service Co.
607 E. Adams St., 62701
217/525-5241

Boer, Michael P., Pres.
Gtr. Springfield Chamber of Comm.
3 S. Old State Capitol Plaza, 62701
217/525-1173

Waukegan
Byrd, Cranston O., Dpty. Dir.
Lake County Econ. Dev. Cmsn.
18 North County St., 60085
312/360-6350

Isely III, Charles C., Pres.
Waukegan/Lake Cty. Chamber of Comm.
414 N. Sheridan Rd., 60085-4096
312/249-3800

Area Wage Survey

Average straight-time hourly earnings

	Davenport, Rock Island, Moline IA/IL 2/86	Chicago 3/86	St. Louis, MO/IL 3/86
Office, professional, & technical			
Payroll clerks $	9.36	8.45	8.24
Accounting clerks	8.81	7.88	7.75
File clerks	5.32	5.83	5.06
Typists	9.28	6.83	6.82
Key entry operators	9.28	7.35	6.36
Secretaries	11.66	10.10	9.21
Stenographers	NA	9.99	8.40
Switchbd opr-receptionists	6.27	6.82	6.10
Word processors	7.25	8.65	7.37
Drafters	11.80	11.28	11.33
Electronics technicians	12.79	13.19	14.11
Computer operators	10.89	9.91	9.37
Computer programmers	12.34	13.65	12.73
Computer systems analysts	16.03	17.04	17.16
Maintenance & powerplant			
Carpenters	14.37	15.10	14.06
Electricians	14.92	14.60	14.88
Engineers, stationary	14.89	14.36	13.52
Machinists	14.27	13.75	15.22
Mechanics (machinery)	14.11	13.24	12.12
Tool & die makers	15.82	14.55	15.50
Custodial & material movement			
Guards	12.49	5.81	5.30
Janitors, porters, & cleaners	7.65	7.12	5.20
Laborers, mat'l handling	11.27	10.19	11.21
Shippers & receivers	NA	9.03	10.19
Truckdrivers	12.61	13.49	12.49
Forklift operators	11.79	10.31	11.59

Treat your employees to a high standard of living and the lowest electric rates in Illinois!

Come home to Central Illinois.

Employees are always attracted by a high standard of living . . . the kind they'll find in Central Illinois, where the residential electric rates are the lowest in the state. The standard of living is high because the cost of living is low. This fact, along with progressive schools, diverse recreational opportunities, and positive Midwestern values, adds up to quality living.

So when you think of relocating your business — after you've investigated the sun belt, the fun belt and all the other vacation spots — come home to the heart of Illinois. It's a great place for a growing family and a growing business.

For a brochure on Central Illinois' quality of life, contact Stan Ogden at Central Illinois Light Company, 300 Liberty, Peoria, IL 61602 or at (309) 672-5015. **And, be sure to ask about CILCO's stable energy rates and our new incentive rates that could save your company up to 50% on electric costs.**

Central Illinois... a good place for a growing business.

CILCO
A CILCORP COMPANY
Central Illinois Light Company

Circle 3 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:
- Tax exempt bonds for land, building, & equipment
- Aid for job training
- Low-interest direct loans for land, buildings, equip., & machinery
- Taxable revenue bonds for air, noise, & water pollution control equipment
- Taxable revenue bonds for all businesses (avail. approx. 4/88)

Tax rates:
- Corporate franchise tax......the greater of 5.1% on first $25,000 OH income plus 9.2% on OH income above $25,000, or 5.82 mills of net worth. Min. fee is $50. Corps. that pay tax on net income are subject to 2.7% surtax.
- Personal income tax............graduated .751%-6.900%
- Sales Tax.......................5% (state rate)
- Incorporation tax.....based on number of authorized shares. Min. fee is $50.
- Inventory tax............30% of true value times millage rate of local taxing district
- Gasoline tax.............................$.12/gal.

Advanced education facilities:
- Four-year colleges & universities:
  - 13 state four-year colleges (incl. 2 med. schools) & 27 branch campuses
  - 71 private universities/colleges
- Two-year or junior colleges...............23
- Vocational..58

Medical facilities:
- Hospitals..246
- Clinics...NA

Labor analysis:
- Civilian labor force.... 5,262,700 (11/87)
- High school graduates.............121,844

For additional labor market information, contact Bureau of Employ. Services, 1160 Dublin Rd., Columbus, OH 43215, 614/481-5783

Environment controls:

Air pollution: Ms. Patricia Walling, Ohio Environ. Protection Agency, Office of Air Pollution Control, 1800 Water Mark Dr., Columbus, OH 43215, 614/481-7000

Water pollution: Mike Tin, Ohio Environ. Protection Agency, Div. of Water Pollution Control, (same address as above), 614/481-7000

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987 —Thousands—
OHIO	10,797.4	10,837.3
Akron	237.2	224.7
Alliance	24.3	NA
Barberton	29.8	28.1
Beaver Creek	31.6	NA
Bowling Green	25.7	25.1
Brook Park	26.2	NA
Brunswick	27.7	NA
Canton	94.7	88.7
Cincinnati	385.5	372.2
Cleveland	573.8	541.7
Cleveland Heights	56.4	56.3
Columbus	564.9	575.8
Cuyahoga Falls	43.7	42.1
Dayton	203.6	181.2
East Cleveland	37.0	NA
Elyria	57.5	57.8
Euclid	60.0	57.1
Fairborn	29.7	NA
Fairfield	30.8	NA
Findlay	35.6	NA
Garfield Heights	33.4	NA
Hamilton	63.2	64.3
Kent	26.2	28.4
Kettering	61.2	60.2
Lakewood	62.0	59.7
Lancaster	35.0	35.5
Lima	47.4	47.5
Lorain	75.4	73.1
Mansfield	53.9	52.5
Maple Heights	29.7	NA
Marion	37.0	NA
Massillon	30.6	31.5
Mentor	42.1	43.0
Middletown	43.7	44.3
Newark	41.2	41.8
North Olmsted	36.5	NA
Norwood	26.3	NA
Parma	92.5	91.0
Portsmouth	25.9	NA
Sandusky	31.4	NA
Shaker Heights	32.5	NA
South Euclid	25.7	NA
Springfield	72.6	69.2
Steubenville	26.4	NA
Stow	25.3	NA
Strongsville	28.6	NA
Toledo	354.6	342.4
Upper Arlington	35.6	NA
Warren	56.6	53.7
Youngstown	115.4	107.3
Zanesville	28.7	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1987 —Thousands—
*Akron	660.3	648.5
Canton	404.4	405.4
*Cincinnati, OH/KY/IN	1,401.4	1,419.3
*Cleveland	1,898.7	1,853.3
Columbus	1,244.0	1,301.6
Dayton-Springfield	942.0	930.8
*Hamilton-Middletown	258.8	273.6
Huntington-Ashland, WV/KY/OH	336.0	338.1
Lima	154.8	157.5
*Lorain-Elyria	274.9	273.6
Mansfield	131.2	130.9
Parkersburg-Marietta, WV/OH	162.8	158.8
Steubenville-Weirton, OH/WV	163.1	155.3
Toledo	617.0	614.8
Wheeling, WV/OH	185.6	179.7
Youngstown-Warren	531.4	516.9

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO		
1,094.6	42.9	11.79
Akron		
65.0	43.0	11.29
Cincinnati		
145.4	43.1	10.89
Cleveland		
205.4	43.1	11.61
Columbus		
102.6	42.5	11.49
Dayton-Springfield		
104.3	42.5	11.91
Toledo		
61.9	42.0	12.70

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
OHIO		
5,221.3	301.2	5.8
Akron		
318.6	18.7	5.9
Canton		
186.1	12.4	6.7
Cincinnati		
743.7	40.8	5.5
Cleveland		
926.2	48.0	5.2
Columbus		
695.0	33.0	4.7
Dayton-Springfield		
464.5	21.8	4.7
Toledo		
314.2	19.5	6.2
Youngstown-Warren		
221.5	15.6	7.0

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
154.1	38.4	15.25
MANUFACTURING		
1,123.1	42.0	11.38
DURABLE GOODS		
769.1	42.3	11.81
Lumber & wood prods.-SIC 24		
16.9	40.1	7.44
Furniture & fixtures-SIC 25		
14.6	39.9	8.13
Stone, clay, & glass prods.-SIC 32		
50.4	41.6	10.44

Primary metal industries-SIC 33	102.7	41.8	13.13
Fabricated metal products-SIC 34	138.9	42.1	11.69
Machinery, except electrical-SIC 35	166.2	42.5	11.19
Electrical & electronic equip.-SIC 36	90.5	40.8	10.62
Transportation equipment-SIC 37	151.7	44.8	14.18
Instruments & related prods.-SIC 38	23.0	40.5	8.71

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Akron	25	72	6241	625
Canton	25	72	6241	625
Cincinnati	30	76	4950	1159
Cleveland	26	72	6178	612
Columbus	27	74	5686	862
Dayton	27	75	5689	947
Findlay	24	73	6262	755
Hamilton	30	75	5052	1059
Lancaster	27	73	5803	832
Lima	26	74	5910	849
Mansfield	25	72	6249	652
Newark	27	73	5686	780
Portsmouth	32	76	4702	1137
Sandusky	26	74	6016	821
Steubenville	28	73	5587	762
Toledo	23	72	6570	622
Warren	26	71	6241	579
Xenia	28	73	5559	800
Youngstown	24	70	6560	485

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,700	83,700
Masonry	130	12,200
Clays	2,174	13,294
Lime	1,578	76,773
Peat	9	173
Sand & gravel:		
Construction	33,100	108,300
Industrial	1,150	21,200
Stone:		
Crushed	38,500	139,600
Dimension	36	2,708
Combined value of abrasives, gypsum, and figures withheld to avoid disclosing company proprietary data		127,606
Total 1986 (preliminary)		585,554

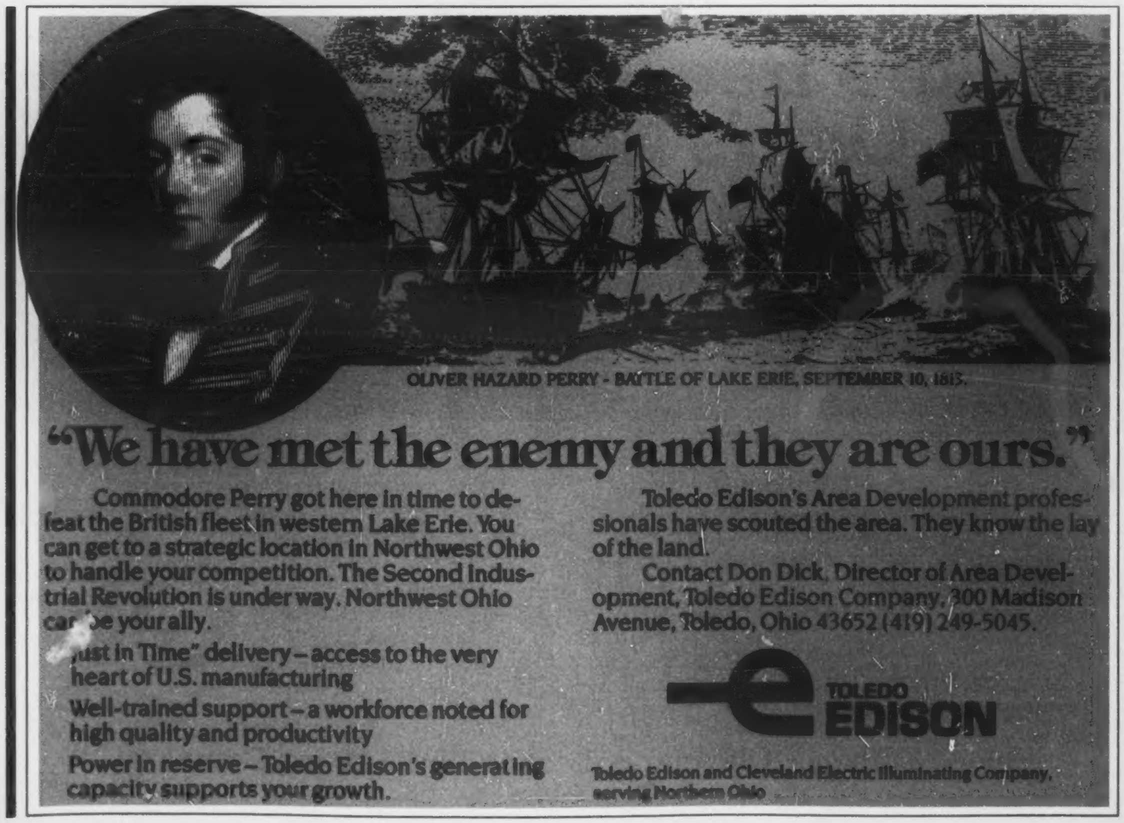
* thousand short tons

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Cleveland.

Akron 1, 2, 6, 12, 13, 20, 21, 23, 24, 26, 29, 30, 32, 33, 35
Barberton 1, 2, 6 (Akron)
Bowling Green 1 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 1, 2, 6 (Akron)
Cincinnati 1-6, 13, 14, 17, 19, 22, 23, 26, 27, 29, 31, 32, 34, 35, 37
Cleveland 1, 2, 4-6, 10, 13, 19, 22-25, 28-35, 37
Cleveland Heights (C)
Columbus 1, 2, 4-6, 11, 13, 14, 16, 18, 19, 22-24, 26, 29, 30, 32-37
Cuyahoga Falls 1, 2 (Akron)
Dayton 1, 2, 13, 14, 17, 18, 22, 23, 26, 29, 30, 32-35, 37
East Cleveland (C)
Elyria 1, 2 (C)
Euclid 1, 6 (C)
Fairborn 1 (Dayton)
Fairfield (Cincinnati)
Findlay 1, 6 (Toledo)
Garfield Heights (C)
Hamilton 2, 6 (Cincinnati)
Kent 1, 2, 6 (Akron)
Kettering (Dayton)
Lakewood (C)
Lancaster 2 (Columbus)
Lima 2, 3, 6, 9 (Dayton)
Lorain 1, 2, 6 (C)
Mansfield 1, 2, 25
Maple Heights (C)
Marion 1, 2, 6 (25 through Galion)
Massillon 1, 2, 6 (Akron)
Mentor 1,6 (C)
Middletown 1, 2 (Dayton)
Newark 1, 2 (Columbus)
North Olmstead (C)
Norwood 1, 2, 6 (Cincinnati)
Parma 2 (C)
Portsmouth 2, 6 (Huntington, WV)
Sandusky 1, 6 (C)
Shaker Heights (C)
South Euclid (C)



OLIVER HAZARD PERRY - BATTLE OF LAKE ERIE, SEPTEMBER 10, 1813.

"We have met the enemy and they are ours."

Commodore Perry got here in time to defeat the British fleet in western Lake Erie. You can get to a strategic location in Northwest Ohio to handle your competition. The Second Industrial Revolution is underway. Northwest Ohio can be your ally.

"Just in Time" delivery – access to the very heart of U.S. manufacturing

Well-trained support – a workforce noted for high quality and productivity

Power in reserve – Toledo Edison's generating capacity supports your growth.

Toledo Edison's Area Development professionals have scouted the area. They know the lay of the land.

Contact Don Dick, Director of Area Development, Toledo Edison Company, 300 Madison Avenue, Toledo, Ohio 43652 (419) 249-5045.

TOLEDO EDISON

Toledo Edison and Cleveland Electric Illuminating Company, serving Northern Ohio

Circle 43 on Brochure Service Card

OHIO

Springfield 1, 3 (Dayton)
Steubenville 1, 6 (Pittsburgh, PA)
Stow (Akron)
Strongsville 2 (C)
Toledo 1-3, 5, 6, 22, 23, 30, 32-34, 36, 37
Upper Arlington (Columbus)
Warren 1, 2 (Youngstown)
Youngstown 1, 2, 7, 12, 15, 30, 36
Zanesville 2, 6 (Columbus)

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Grand Trunk Western R.R. Co.
4. Illinois Central Gulf Railroad
5. Norfolk Southern Corp.
6. Norfolk and Western Railway
7. Pittsburgh & Lake Erie R.R. Co.
8. Seaboard System Railroad
9. Spencerville & Elgin R.R. Co.

Airlines

10. Air Canada-Air Ontario
11. Air Exchange, Inc.
12. Allegheny Commuter
13. American
14. American Eagle
15. BAS Airlines
16. Christman Air System
17. Comair
18. Commuter Express
19. Continental
20. Continental Express-Colgan Airways
21. Continental Express-Presidential Airways
22. Delta
23. Delta Connection-Comair
24. Eastern
25. Fisher Bros. Aviation
26. Florida Express
27. Midstate Airlines
28. Midway Airlines
29. Northwest
30. Northwest Airlink
31. Pan American
32. Piedmont
33. Piedmont Commuter-Jetstream Intl.
34. TWA
35. United
36. United Express-Air Wisconsin
37. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Akron — 14e, 10g
Barberton — 14e, 10g
Beaver Creek — 9eg
Bowling Green — 1e, 5g
Brook Park — 3e, 10g
Brunswick — 14e, 5g
Canton — 15e, 10g
Cincinnati — 2eg
Cleveland — 3e, 4e, 10g
Cleveland Heights — 3e, 10g
Columbus — 6e, 7e, 5g
Cuyahoga Falls — 8e, 10g
Dayton — 9eg, 17g
East Cleveland — 3e, 10g
Elyria — 14e, 5g
Euclid — 3e, 10g
Fairborn — 9eg, 14e
Fairfield — 2eg
Findlay — 15e, 5g
Garfield Heights — 3e, 10g
Hamilton — 11eg
Kent — 14e, 10g
Kettering — 9eg
Lakewood — 3e, 10g
Lancaster — 15e, 12g
Lima — 15e, 18g
Lorain — 14e, 5g
Mansfield — 14e, 5g
Maple Heights — 3e, 10g
Marion — 14e, 5g
Massillon — 14e, 10g
Mentor — 3e, 10g
Middletown — 2eg
Newark — 15e, 5g, 13g
North Olmsted — 3e, 10g
Norwood — 2eg
Parma — 3e, 5g
Portsmouth — 15e, 5g
Sandusky — 14e, 5g
Shaker Heights — 3e, 10g
South Euclid — 3e, 10g
Springfield — 14e, 5g
Steubenville — 15e, 5g
Stow — 14e, 10g
Strongsville — 3e, 5g
Toledo — 16e, 5g
Upper Arlington — 6e, 5g
Warren — 14e, 10g
Youngstown — 14e, 10g
Zanesville — 15e, 5g, 13g

1. Bowling Green Electric Dept.
304 N. Church, Box 388, Bowling Green 43402

Take a free 10 minute tour of Ohio's North Coast.

Soothing shorelines. Exciting water activities. Vibrant industries. Warm, friendly people.

This is Ohio's North Coast. And you can take a free tour. From Toledo in the northwest to Cleveland in the northeast, you'll get to meet the lake. The land. The people who make the North Coast a great place to live and work.

Whatever you're looking for, you'll find it on Ohio's North Coast. Buildings and sites for modern manufacturing facilities, state-of-the-art research labs, exciting new corporate headquarters locations, regional offices, warehouses and distribution centers.

Take a closer look at the unique locational advantages that contribute to business prosperity and a superior quality of life.

Take a tour of it all through our free audio cassette. For your free visit, just write to us: Centerior Energy Corporation, 6200 Oaktree Blvd., Room 417, Independence, Ohio 44131.

Toledo Edison · Cleveland Electric Illuminating Company

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Circle 44 on Brochure Service Card

The Greater Cincinnati Advantage

There's only one place to look for every advantage you need.

Greater Cincinnati...where all the favorable factors come together. Labor, sites, taxes, transportation, marketing and supply all create one of the most advantageous positions of any major city in the eighties.

The advantage of a proven labor force.

The Tri-State's great diversity of industry has stimulated the development of a multiplicity of skills among the labor force. Productivity consistently surpasses the national average.

Sites. The Tri-State advantage.

Southwestern Ohio. Northern Kentucky. Southeastern Indiana. Your company will enjoy the unique advantage of choosing from the incentives and tax structures of not just one, but *three* leading business states.

Energy. Low prices and adequate supplies.

Electric and gas rates in Greater Cincinnati are well below the national average, and your energy needs will be met efficiently and reliably for years to come.

Indiana
Ohio
Greater Cincinnati
Kentucky

3 states. And a world of opportunity.

Transportation. The four-way advantage.

You'll find an international airport, rail, low-cost waterway shipping on the Ohio and Licking Rivers, and 150 common and specialized carriers serving the Greater Cincinnati commercial truck zone.

The advantages of marketing and supply.

There's proximity to raw materials and markets. Over 50% of the nation's population is within 500 miles.

Greater Cincinnati is an area that invites comparison. Once you have seen the alternatives, you will see the advantage...the Greater Cincinnati Advantage.

For our brochure, "The Greater Cincinnati Advantage," call or write:

The Area Development Section
The Cincinnati Gas & Electric Co.
and subsidiary companies
139 East Fourth St.
Cincinnati, OH 45202
Telephone 513-632-2595

Discover the Greater Cincinnati Advantage.

Circle 45 on Brochure Service Card

OHIO

2. Cincinnati Gas & Electric Co.
139 E. 4th St., Cincinnati 45202
3. Cleveland Elec. Illum. Co.
55 Public Sq., Cleveland 44101
4. Cleveland Public Power
1201 Lakeside Ave., Cleveland 44114
5. Columbia Gas of Ohio, Inc.
200 Civic Center Dr., Columbus 43215
6. Columbus and S. Ohio Elec. Co.
215 N. Front St., Columbus 43215
7. Columbus Elec. Div.
90 W. Broad St., Columbus 43215
8. Cuyahoga Falls Elec. System
2550 Bailey Rd., Cuyahoga Falls 44221
9. Dayton Power & Light Co.
Courthouse Plaza S.W., Box 1247
Dayton 45401
10. East Ohio Gas Co.
1717 E. 9th St., Cleveland 44114
11. Hamilton Dept. of Public Utilities
20 High St., Hamilton 45011
12. Lancaster Municipal Gas Co.
1507 E. Main St., Lancaster 43130
13. National Gas & Oil Corp.
1500 Granville Rd., Newark 43055
14. Ohio Edison Co.
76 S. Main St., Akron 44308-1890
15. Ohio Power Co.
301 Cleveland Ave. S.W., Canton 44702
16. Toledo Edison Co.
300 Madison Ave., Toledo 43652
17. Union Light, Heat & Power Co.
139 E. 4th St., Cincinnati 45202
18. West Ohio Gas Co.
319 W. Market St., Lima 45802

Utility serving cities under 25,000:

Buckeye Power, Inc.
Robert Cleveland, Pres.
P.O. Box 26036, Columbus 43226
614/846-5757

DEVELOPMENT COUNSELORS:

State Development Agency

Baker, David J., Dir.
Ohio Dept. of Dev.
State Office Tower
30 E. Broad St.
Columbus, 43216
614/466-2480

Areas & Others

Akron

Easley, James P., Bus. Dev. Dir.
Ohio Edison Company
76 So. Main St., 18th Fl., 44308
216/384-5829

Hadley, Joseph, Exec. Dir.
Northeast Ohio Four County
Regional Plng. & Dev.
969 Copley Road, 44320-2992
216/836-5731

Ashtabula

Kepner, Bruce F., Econ. Dev. Rep.
Cleveland Elec. Illuminating Co.
P.O. Box 668, 44004
216/997-3131

Canton

Gahris, James C., Econ. Dev. Mgr.
Ohio Power Company
301 Cleveland, SW, 44701
216/438-7842

Cincinnati

Keller, Jerry, Area Dev. Mgr.
Cincinnati Gas & Elec. Co.
139 E. 4th St., 45202
513/632-2595

Cleveland

Evans, Gary, C.I.D. Econ. Dev. Mgr.
East Ohio Gas Co.
P.O. Box 5759, 44101
216/348-6444

Plato, William, V.P.
Cleveland Area Dev./Gtr.
Cleveland Growth Assoc.
690 Huntington Bldg., 44115
216/621-3300

Columbus

McCarthy, Michael, C.I.D., V.P.
Columbus Area Chamber of Comm.
37 N. High St., 43215
614/225-6940

Lowry, Andy
American Electric Power
1 Riverside Plz., 43215
614/223-2707

Forsblom, Bob, Dir.
Ind. & Comm. Dev. Dir.
Buckeye Power, Inc.
P.O. Box 26036, 43226-0036
614/846-5757

Snyder, William B., Econ. Dev. Mgr.
Columbus Southern Power
215 N. Front St., 43215
614/464-7388

Area Wage Survey

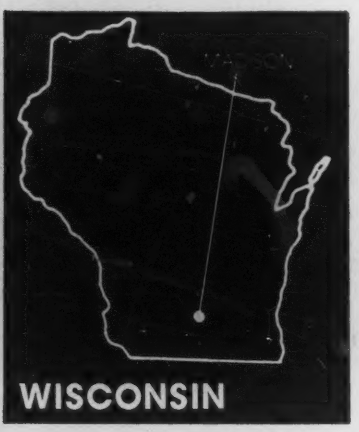
Average straight-time hourly earnings

	Cincinnati, OH KY/IN 7/86	Cleveland 9/86	Columbus 10/86	Dayton 12/85	Toledo OH/MI 6/86
Office, professional, & technical					
Payroll clerks ....$	8.28	7.52	7.84	7.13	8.53
Accounting clerks	7.56	7.62	6.89	6.94	7.94
File clerks	5.47	5.16	4.96	6.58	5.25
Typists	7.08	7.32	6.86	7.58	7.96
Key entry operators	7.73	6.85	6.39	6.46	7.04
Secretaries	9.58	9.39	8.99	8.99	10.35
Stenographers	9.10	9.40	NA	9.08	10.13
Switchbd opr-receptionists	6.77	6.41	6.35	6.04	6.51
Word processors	7.67	8.21	7.19	NA	8.01
Drafters	10.89	10.51	10.36	11.25	10.33
Electronic technicians	10.90	10.91	11.49	11.01	13.13
Computer operators	9.43	8.92	9.03	8.71	9.13
Computer programmers (business)	12.44	13.73	12.08	12.49	12.04
Computer systems analysts	15.71	16.24	16.82	15.44	15.61
Maintenance & powerplant					
Carpenters	12.79	14.95	NA	14.33	NA
Electricians	13.26	14.19	13.69	14.68	14.31
Engineers, stationary	12.85	12.77	13.08	14.69	14.09
Machinists	12.49	12.97	12.35	11.58	14.18
Mechanics (machinery)	11.94	13.37	12.40	13.83	14.27
Tool & die makers	13.91	14.21	14.88	15.03	14.12
Custodial & material movement					
Guards	4.72	4.79	4.97	6.49	12.12
Janitors, porters, & cleaners	5.67	6.39	5.00	7.17	7.08
Laborers, material handling	10.28	9.33	9.83	8.79	12.35
Shippers & receivers	9.53	9.15	8.40	9.19	9.29
Truckdrivers	11.22	11.04	11.80	10.51	12.25
Forklift operators	10.61	11.37	9.71	11.53	11.40

Dayton
Appel, Arnold A., Area Dev. Dir.
Dayton Power & Light Co.
Courthouse Plz. S.W.
P.O. Box 1247, 45401
513/224-5930
Pearson, Bruce, Pres.
Dayton Dev. Council
1880 Kettering Tower, 45423-1880
513/226-8222
Hamilton
Landi, Patrick, Dir.
Hamilton Ohio Comm. Dev. Dept.
20 High St., 45011
513/868-5855

Independence
Vosmik, George, Mgr., Econ. Dev.
Centerior Energy
6200 Oaktree Blvd., 44131
216/447-3100
Mentor
Lane, Elaine, Econ. Dev. Coord.
City of Mentor
500 Civic Center Blvd., 44060
216/255-1100
Portmouth
Cawthorne, John W., Pres.
Scioto Econ. Dev. Corp.
P.O. Box 1606, 45662
614/354-7779

Toledo
Dick, Donald F., Area Dev. Dir.
Toledo Edison Co.
300 Madison Ave., Edison Plz., 43652
419/249-5045
Wauseon
Bell, Nelson D., Dir.
Fulton Cty. Econ. Dev.
Fulton Court House, 43567
419/335-4928
Xenia
Wright, Joy L., Econ. Dev. Coor.
City of Xenia
23 W. Main St., 45385
513/376-7286



STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds for buildings, land, equipment & machinery, & pollution abatement
- Customized labor training funds
- Technology development fund
- Business development loans

Tax rates:
- Corporate income tax 7.9%
- Personal income tax ....4.9%-6.93% Rates reduced in 1987. Top rate now 6.93% on net income over $20,000 when filing jointly or more, tax brackets indexed to account for inflation
- Capital gains exclusion ....60% retained
- Sales tax 5%
- Property tax (state average) .. $22.30/M All inventories exempt. Machinery and equipment used in production exempt. Waste treatment facilities exempt.
- Incorporation tax $1.25/M
- Francise tax .... $10 annual filing fee
- Inventory tax ....none
- Gasoline tax .... $.20/gal.

Advanced education facilities:
- Four-year colleges & universities 44
- Two-year or junior colleges...............14
- Vocational & business schools........40

Medical facilities:
- Hospitals 144
- Clinics ....NA

Labor analysis:
- Civilian labor force..... 2,473,000 (1987)
- High school graduates 1,093,000 (1980)

For additional labor market information, contact Dept. of Industry, Labor & Human Relations, P.O. Box 7903, Madison, WI 53707, 608/266-7034

Environment controls:

Air & water pollution: Permits Coordinator, Dept. of Natural Resources, P.O. Box 7921, Madison, WI 53707, 608/266-9256

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
WISCONSIN	4,705.3	4,834.6
Appleton	56.0	63.7
Beloit	35.2	34.1
Brookfield	34.0	NA
Eau Claire	51.5	54.7
Fond du Lac	35.9	NA
Green Bay	87.9	92.4
Greenfield	31.5	NA
Janesville	51.1	51.9
Kenosha	77.7	75.6
La Crosse	48.3	49.0
Madison	170.6	176.4
Manitowoc	32.5	NA
Menomonee Falls	27.8	NA
Milwaukee	636.2	611.5
New Berlin	30.5	NA
Oshkosh	49.7	51.4
Racine	85.7	83.4
Sheboygan	48.1	47.9
Superior	29.6	27.5
Waukesha	50.3	52.1
Wausau	32.4	32.4
Wauwatosa	51.3	50.1
West Allis	64.0	64.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Appleton-Oshkosh-Neenah	291.3	306.8
Duluth, MN/WI	266.7	258.3
Eau Claire	130.5	138.7
Green Bay	175.3	186.2
Janesville-Beloit	139.4	139.5
*Kenosha	123.1	121.5
La Crosse	91.1	95.2
Madison	323.5	343.6
*Milwaukee	1,397.1	1,395.1
Minneapolis-St. Paul, MN/WI	2,137.0	2,323.3
*Racine	173.1	174.4
Sheboygan	100.9	102.9
Wausau	111.3	115.1

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN	527.8	41.9	10.66
Appleton-Oshkosh	50.8	42.4	10.87
Eau Claire	10.0	41.0	10.85
Green Bay	24.6	42.2	11.89
Janesville-Beloit	17.0	40.3	11.99
Kenosha	15.3	41.6	12.73
La Crosse	10.4	41.1	9.06
Madison	22.9	41.1	9.74
Milwaukee	168.5	41.9	11.74
Racine	24.1	41.3	11.16
Sheboygan	19.8	42.8	9.40
Wausau	13.4	43.1	10.12

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WISCONSIN	2,512.1	124.4	5.0
Appleton-Oshkosh-Neenah	166.5	7.9	4.8
Eau Claire	71.8	3.4	4.7
Green Bay	106.3	5.5	5.1
Janesville-Beloit	70.5	4.5	6.4
Kenosha	56.0	3.0	5.3
La Crosse	53.1	2.1	4.0
Madison	217.1	7.0	3.2
Milwaukee	739.7	33.3	4.5

Racine		
85.4	4.6	5.4
Sheboygan		
54.1	2.3	4.3
Wausau		
60.4	2.8	4.7

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
62.8	NA	NA
MANUFACTURING		
514.8	41.1	10.26
DURABLE GOODS		
315.4	41.2	10.56
Lumber & wood prods.-SIC 24		
22.6	41.3	7.61
Furniture & fixtures-SIC 25		
9.8	41.3	7.50
Stone, clay, & glass prods.-SIC 32		
7.8	42.4	9.50
Primary metal industries-SIC 33		
19.3	41.5	9.94
Fabricated metal products-SIC 34		
51.4	40.2	10.18
Machinery, except electrical-SIC 35		
100.1	42.0	11.62
Electrical & electronic equip.-SIC 36		
50.1	40.0	9.99
Transportation equipment-SIC 37		
32.8	41.9	13.90
Instruments & related prods.-SIC 38		
11.4	39.5	8.92
Misc. mfg. industries-SIC 39		
10.1	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Lime	328	18,277
Peat	17	W
Sand & gravel:		
Construction	19,700	46,400
Industrial	1,150	12,000
Stone:		
Crushed	18,400	55,800
Dimension	23	2,878
Combined value of abrasives, cement (masonry, 1985; portland, 1985-86), gem stones, and values indicated by symbol W		3,235
Total 1986 (preliminary)		138,290

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Appleton	15	71	7728	515
Beloit	20	74	6611	791
Eau Clair	10	71	8463	472
Fond Du Lac	16	71	7568	521
Green Bay	14	70	8143	381
La Crosse	14	73	7540	683
Madison	16	71	7642	467
Manitowoc	18	70	7517	388
Milwaukee	19	71	7326	470
Oshkosh	15	71	7692	523
Racine	20	72	6919	591
Sheboygan	20	71	7232	428
Superior	9	66	9378	192
Waukesha	18	72	7194	570
Wausau	11	69	8565	371

Area Wage Survey

Average straight-time hourly earnings

	Green Bay 8/86	Milwaukee 5/86	Minneapolis-St. Paul-MN/WI 1/86
Office, professional, & technical			
Payroll clerks ....$	7.94	7.93	8.30
Accounting clerks	7.66	7.57	7.61
File clerks	NA	6.18	5.44
Typists	NA	7.41	6.41
Key entry operators	6.47	7.56	7.11
Secretaries	8.80	9.28	9.15
Stenographers	NA	9.69	9.72
Switchbd opr-recept's	5.65	6.32	6.74
Word processors	5.85	8.18	7.95
Drafters	NA	10.95	10.75
Electronics technicians	NA	12.11	12.31
Computer operators	8.84	10.23	9.00
Computer programmers (business)	10.62	12.85	12.50
Computer systems analysts	12.81	16.76	16.14
Maintenance & powerplant			
Carpenters	NA	13.80	14.30
Electricians	13.65	14.80	15.61
Engineers, stationary	NA	13.40	13.07
Machinists	13.12	15.80	14.57
Mechanics (machinery)	12.99	13.80	12.52
Tool & die makers	NA	14.68	14.59
Custodial & material movement			
Guards	NA	5.21	5.97
Janitors, porters, & cleaners	5.34	4.89	6.38
Laborers, mat'l handling	9.44	10.60	10.39
Shippers & receivers	9.23	9.54	9.35
Truckdrivers	11.52	11.40	12.86
Forklift operators	10.64	11.38	11.52

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Appleton 2, 9, 19, 21, 25
Beloit 2, 8, 20
Brookfield 8 (Milwaukee)
Eau Claire 2, 8, 9, 21, 22
Fond du Lac 2, 8, 9 (Oshkosh)
Green Bay 2, 4, 8, 9, 11, 18, 21, 22, 25
Greenfield 8 (Milwaukee)
Janesville 2, 8 (Rockford, IL)
Kenosha 2 (Milwaukee)
La Crosse 1, 2, 8, 11, 21, 25
Madison 2, 8, 11, 18, 19, 21, 23-25
Manitowoc 2, 3, 8, 9, 15, 16
Menomonee Falls (Milwaukee)
Milwaukee 2, 5, 8-14, 19-26
New Berlin 2 (Milwaukee)
Oshkosh 2, 8, 9, 22, 25
Racine 2, 8 (Milwaukee)
Sheboygan 2 (Green Bay)
Superior 1, 2, 6, 8, 9 (Duluth, MN)
Waukesha 2, 8, 9 (Milwaukee)
Wausau 2, 8, 9 (11, 17, 21, 22, 25 through Central Wisconsin)
Wauwatosa 2, 8 (Milwaukee)
West Allis 2, 8 (Milwaukee)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western Trans. Co.
3. CSX Transportation, Inc.
4. Escanaba & Lake Superior R.R. Co.
5. Grand Trunk Western R.R. Co.
6. Illinois Central Gulf Railroad
7. Milwaukee Road
8. Soo Line Railroad Co.
9. Wisconsin Central Ltd.

Airlines

10. American
11. American Eagle
12. Continental
13. Delta Connection-Comair
14. Eastern
15. Great Lakes Aviation
16. Great Lakes Link-Alliance
17. Midstate Airlines
18. Midway Connection-Midway Commuter
19. Midwest Express
20. MST Aviation
21. Northwest
22. Northwest Airlink
23. TWA
24. United
25. United Express-Air Wisconsin
26. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Appleton — 6e, 9g
Beloit — 10eg, 4g
Brookfield — 6e, 8g, 9g
Eau Claire — 3eg
Fond du Lac — 10eg
Green Bay — 11eg
Greenfield — 6e, 8g, 9g
Janesville — 10eg
Kenosha — 6e, 9g
La Crosse — 3eg
Madison — 1eg, 10g
Manitowoc — 2e, 7g
Menomonee Falls — 6e, 8g
Milwaukee — 6e, 8g, 9g
New Berlin — 6e, 9g
Oshkosh — 11eg
Racine — 6e, 9g
Sheboygan — 10e, 11g
Superior — 5eg
Waukesha — 6e, 9g
Wausau — 11e, 7g
Wauwatosa — 6e, 8g
West Allis — 6e, 8g

1. Madison Gas & Elec. Co.
133 S. Blair St., Box 1231, Madison 53701

2. Manitowoc Public Utilities
1303 S. 8th St., Box 278, Manitowoc 54220

3. Northern States Power Co. (Wisc.)
100 N. Barstow St., Eau Claire 54701

4. S. Beloit Water, Gas & Electric Co.
Box 629, Beloit 53511

5. Superior Water, Light & Power Co.
1230 Tower Ave., Superior 54880

6. Wisconsin Elec. Power Co.
231 W. Michigan St., Box 2046, Milwaukee 53201

7. Wisconsin Fuel & Light Co.
402 N. 10th St., Box 768, Manitowoc 54220

8. Wisconsin Gas Co.
626 E. Wisconsin Ave., Milwaukee 53202

9. Wisconsin Natural Gas Co.
233 Lake Ave., Racine 53401

10. Wisconsin Power & Light Co.
222 W. Washington Ave., Box 192, Madison 53701

11. Wisconsin Public Service Corp.
700 N. Adams St., Box 19001, Green Bay 54307

Utility serving cities under 25,000:

Dairyland Power Co-op
James W. Taylor, Gen. Mgr.
P.O. Box 817, LaCrosse 54602
608/788-4000

DEVELOPMENT COUNSELORS:

State Development Agency

Mauer, Bruno, Sec'y
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
9th Fl., Loraine Bldg.
Madison, 53707
608/266-1018

Areas & Others

Baraboo
Ehrfurth, Paul W., Exec. Dir.
Sauk Cty. Dev. Corp.
124 2nd St., P.O. Box 33, 53913
608/356-3133

Eau Claire
Carlson, Craig W., Exec. Dir.
Eau Claire Cty. Ind. Dev. Corp.
505 Dewey St., S. 54701
715/834-0070
Chasteen, Jerry, Exec. Dir.
West Central Wisconsin Reg. Plng. Comm.
124½ Graham Ave., 54701
715/836-2918

Fond du Lac
Zeller, John L., Coord.
Fond du Lac Area Econ. Auth.
207 N. Main St.
P.O. Box 1303, 54935
414/929-2928

Kenosha
Bechler, John, Dir.
Kenosha Area Dev. Corp.
812 56th St., 53140
414/654-2167

Madison
Borden, Edith, CID, Econ. Dev. Cons.
Grassman, Victor A., Econ. Dev. Cons.
Wisconsin Dept. of Dev.
123 Washington Ave., 53707
608/266-7531
608/266-0563
Director
Wisconsin Power & Light
222 W. Washington Ave., 53701
608/252-3251

Milwaukee
Czarnecki, Stephen L., Dir.
Milwaukee Cty. Dept. of Publ. Wks.
907 N. 10th St., 53233
414/278-4905
Franke, Jerold P., V.P.
Forward Wisconsin, Inc.
11270 W. Park Pl., Ste 550, 53224
414/359-2359
Strain, Laura, V.P.
Metro Milwaukee Assoc. of Comm.
756 N. Milwaukee St., 53202
414/273-3000

Sheboygan
Wilson, Scott
Sheboygan Dev. Corp.
P.O. Box 687, 53082
414/457-9491

Wisconsin's
Prime Sites

Kenosha County, situated between Chicago and Milwaukee, offers prime sites on the I-94 Business Connection. Kenosha's central location taps into the nation's third largest economy — the Great Lakes region — with overnight access.

YES
KENOSHA

Consider these advantages:

- Prime sites in three major industrial parks
- A skilled labor force
- Financial incentives
- Abundant, low-cost electric and water
- Fully-improved sites, as low as $14,000 per acre
- Ideal location for manufacturing, warehousing or commercial ventures
- State corporate taxes lower than Minnesota, Michigan, Indiana, California, or New York

To learn more about Kenosha, call or write:

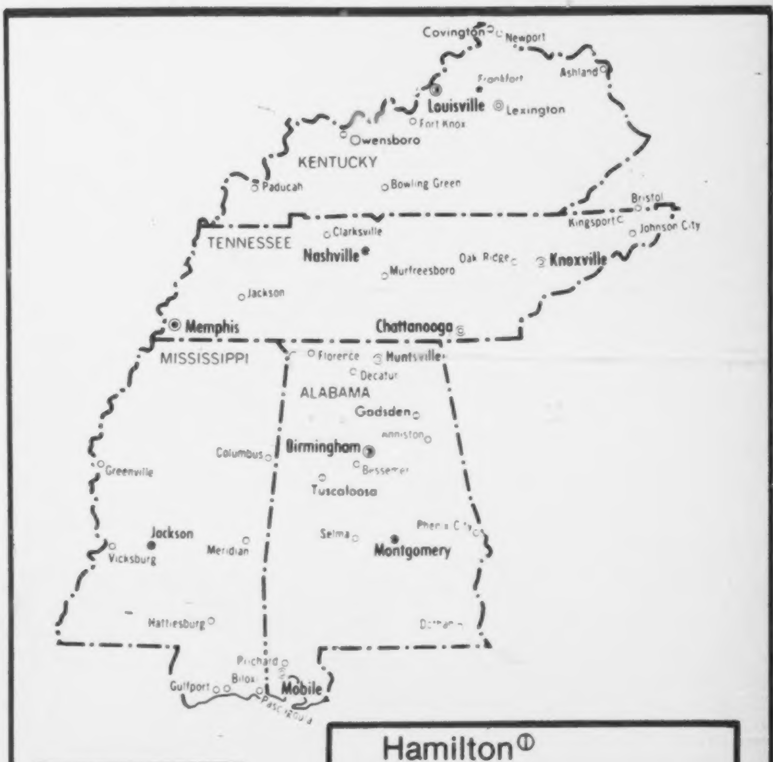
KENOSHA AREA
DEVELOPMENT CORPORATION
John Bechler, Director
812 56th Street • Kenosha, WI 53140
(414) 654-2167
Building Private/Public Partnerships

Circle 46 on Brochure Service Card

EAST SOUTH CENTRAL

- ALABAMA
- KENTUCKY
- MISSISSIPPI
- TENNESSEE

Regional Review


Covington
Newport
Frankfort
Ashland
Louisville
Lexington
Fort Knox
Owensboro
KENTUCKY
Paducah
Bowling Green
Bristol
Kingsport
Johnson City
TENNESSEE
Clarksville
Nashville
Murfreesboro
Oak Ridge
Knoxville
Jackson
Memphis
Chattanooga
MISSISSIPPI
Florence
Huntsville
Decatur
ALABAMA
Gadsden
Anniston
Columbus
Birmingham
Bessemer
Greenville
Tuscaloosa
Jackson
Vicksburg
Meridian
Selma
Phenix City
Montgomery
Hattiesburg
Dothan
Prichard
Biloxi
Gulfport
Pascagoula
Mobile
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Hamilton
OHIO
Cincinnati
Norwood
Covington
Newport
KY.
0 Miles 10
0 5 10 Miles
New Albany
Louisville
Pleasure Ridge Park
IND.
KY.

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Following are summaries of some of the events affecting site location in each of the East South Central states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Alabama. The big news in Alabama last year was the signing of the state's tort reform package—these new laws have been called the nation's fairest to business. The Alabama Development Office says the new legislation severely limits the circumstances under which damages can be recovered, thus discouraging lawsuits. If a suit is brought, the reforms give the defendant new advantages that improve his or her ability to defend the case. And, the new laws provide help for the defendant if he or she loses.

Along with this new legislation, other events made 1987 a good year for Alabama. For one, there were 90 new facility announcements in the state, with a total capital investment of over $170 million. Some of the larger facilities announced included Leesburg Yarn Mills, Inc., which, when running, will increase employment in Leesburg by 400; Beaulieu of America, Inc., which will bring 400 new jobs to Bridgeport; and Goody Products, Inc., and American Apparel, Inc., which will bring 250 jobs to Dothan and Selma respectively.

According to *Inc.* magazine, Huntsville is the seventh-"hottest" city in the country. Huntsville received this high rating based on its 41.9% job-growth rate, its 4.3% business-growth rate, and its 3.8% rate for fast-growth companies (all figures were computed from 1983 to 1987). Further down on *Inc.*'s list were Birmingham at 64th place, Montgomery at 81st place, and Mobile at 114th place.

Kentucky. In fiscal 1987, Kentucky appropriated $131 million of the general fund budget for education, and another $141 million is budgeted for fiscal 1988. The funds will go toward reducing class sizes and toward teachers' pay, among other things.

The increase in education spending is part of a biennial budget started in 1986. This budget also includes provisions for the state's first rainy-day fund; $25 million made its way into the fund in fiscal 1987.

In 1986, much attention was turned toward Georgetown and the $800-million plant Toyota announced it was locating there. Since that time, there has been a court challenge to the $125 million in revenue bonds the state wants to sell for the plant. Despite the delay, the plant is expected to start operation in 1989, and when it does, it will boost the area's employment by more than 3,000 jobs.

Mississippi. According to Jerry McDonald, executive director of the Mississippi Department of Economic Development, "1987 was a banner year for economic development" in the state. One reason for this was the number of announced intentions to locate or expand businesses in the state, which was 32% higher than a year ago.

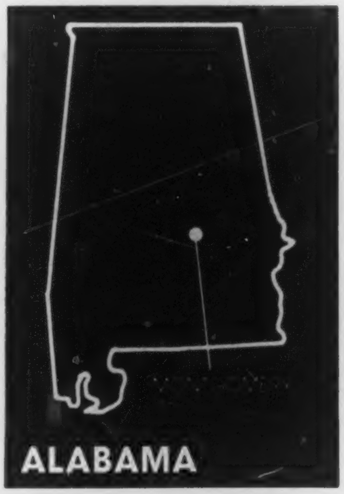
Specifically, there were announcements of 704 new or expanding industrial facilities during 1987, which should result in 17,904 new jobs and projected capital investment of over $808 million. 112 new manufacturing facilities were announced, creating 6,302 new jobs and over $128 million in capital investments. Manufacturing expansion or improvement announcements totalled 592, resulting in 11,601 new jobs and over $680 million in capital investment.

Some of these new companies announcing moves to Mississippi last year included Fishco Inc., which will open a facility in Belzoni employing 432; Nemco, which will employ 600 in Dekalb; Action Industries, adding 400 new jobs in Saltillo; and Schnadig Corp., increasing employment in Belmont by 434. The larger companies announcing expansions included Bench Craft, Inc., in Blue Mountain, an expansion that will add 600 employees to its payroll; Washington Furniture Manufacturing Co., which will make 400 new jobs available in Pontotoc; Town-House Penthouse Industries in Booneville, which will add 350 new employees; and Marshall Durbin Inc., which will expand by 355 jobs in Canton.

Tennessee. Legislation enacted into law in Tennessee's 1987 General Assembly session included sales-tax exemptions on construction machinery, steel fabricators, and repairs on equipment used in interstate commerce. New air-pollution penalties were enacted, as was a bill for assistance to local governments for wastewater-facility compliance. In addition, immunity was expanded for nonprofit organizations regarding tort liability.

The April 1987 issue of *City & State*, which ran a special issue called "The 50 States," described Tennessee as "a new-age phoenix." It stated that "economists finger Tennessee as one of the stars of the New South" based in part on the large amount of Japanese investment in the state, which is 10% of the nationwide activity.

Some of the larger companies that located to or expanded in Tennessee in 1987 and that created more than 100 new jobs in so doing, included John Deere in Greenville; Fruehauf Corp. in Huntsville; Oshkosh B'Gosh, Inc., in Whitehouse and Byrdstown; Quaker Oats Company in Jackson; Rubbermaid in Maryville; Toshiba America, Inc., in Lebanon; and United Parcel Service in Knoxville. ☐



STATE INFORMATION:

Financial assistance to industry:
- Tax incentives:
  - Business inventory exempt from all taxes
  - Franchise tax exemption
  - Property tax exemptions
  - Certain other local tax exemptions
  - Ad valorem tax exemptions for up to 10 years may be granted
- Bond financing for buildings, land, & equip.
- Bond financing for pollution control
- Site grant programs
- Block grant programs
- Aid for job training (Job Training Partnership Program)
- Sales tax exemptions on building materials & equip. financed by industrial development bonds
- Free employee training through AIDT
- Enterprise zones

Tax rates:

Corporate income tax (after fed. tax deduction)	5%
Personal income tax graduated to 5%	
Sales tax (auto, mining, mfg., & farm equip. 1 ½%)	4%
General property tax	assessment value for ind. property set at 20% fair market. State levies 6½ mills on assessed value; county & municipal rates vary (exempt if I.D. bond financed)
Corporate organization tax	$45 filing articles, $100 merger for domestic. $70 + .1% of employed capital over $1,000 for foreign
Franchise tax (if not exempt)	$10 per $1000 for capital stock for domestic. $3 per $1000 of book value of capital employed in Ala. for foreign
Inventory tax	none
Gasoline tax	$.11/gal.

Advanced educational facilities:

Four-year colleges & universities (+ 5 branch campuses)	29
Two-year or junior colleges	27
Vocational technical colleges	28 (public)

Medical facilities (licensed):

Hospitals (acute care)	137
Nursing homes	219
Domicillary medical	99
Maternity homes	3
Cerebral palsy	2
Rehabilitation clinics	11
Abortion clinics	9
Renal disease clinics	23
HMOs	8
Independent clinical labs	92
Surgical centers	13

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ALABAMA	3,890.1	4,093.1
Anniston	29.5	30.3
Auburn	28.5	NA
Bessemer	31.7	31.4
Birmingham	284.4	282.6
Decatur	42.0	45.2
Dothan	48.8	54.5
Florence	37.0	37.3
Gadsden	47.6	47.3
Huntsville	142.5	160.0
Mobile	200.5	205.8
Montgomery	178.2	193.8
Phenix City	26.9	NA
Prichard	39.5	NA
Selma	26.7	NA
Tuscaloosa	75.1	75.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA		
364.6	41.7	8.80

Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA		
Birmingham		
53.3	41.1	8.98
Mobile		
26.2	41.9	10.18

*preliminary figures for production workers

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Anniston	116.9	124.6
Birmingham	884.0	922.0
Columbus, GA/AL	239.2	248.1
Dothan	122.4	129.6
Florence	135.0	140.0
Gadsden	103.1	103.9
Huntsville	197.0	225.2
Mobile	442.8	471.7
Montgomery	272.7	299.7
Tuscaloosa	137.5	144.2

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
71.1	NA	NA
MANUFACTURING		
356.5	40.8	8.48
DURABLE GOODS		
174.8	41.5	8.96
Lumber & wood prods.-SIC 24		
29.2	41.8	6.60
Stone, clay, & glass prods.-SIC 32		
9.0	44.0	8.91
Primary metal industries-SIC 33		
26.5	40.8	11.45
Fabricated metal products-SIC 34		
22.7	40.7	8.12
Machinery, except electrical-SIC 35		
19.7	41.3	8.55
Electrical & electronic equip.-SIC 36		
22.7	40.6	7.99
Transportation equipment-SIC 37		
26.6	42.7	12.63

Area Wage Survey

Average straight-time hourly earnings

	Huntsville 2/86
Office, professional, & technical	
Payroll clerks	$ 6.93
Accounting clerks	6.53
File clerks	NA
Typists 1	5.36
Key entry operators	7.59
Secretaries	8.74
Switchbd opr-recept's	6.10
Word processors	7.51
Drafters	8.68
Electronic technnicians	10.06
Computer operators	7.60
Computer programmers	11.95
Computer systems analysts	18.15
Maintenance & powerplant	
Carpenters	11.28
Electricians	14.44
Engineers, stationary	NA
Machinists	11.75
Mechanics (machinery)	13.46
Tool & die makers	13.82
Custodial & material movement	
Guards	5.58
Janitors, porters, & cleaners	4.87
Laborers, mat'd hdlg	9.37
Shippers & receivers	7.94
Truckdrivers	8.32
Forklift operators	8.21

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALABAMA		
1,931.9	133.8	6.9
Birmingham		
456.2	27.0	5.9
Huntsville		
132.3	6.3	4.7
Mobile		
214.3	20.1	9.4
Montgomery		
139.1	8.5	6.1
Tuscaloosa		
72.3	3.8	5.2

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Portland	3,700	169,200
Masonry	255	17,700
Clays (excl. bentonite)	3,198	18,231
Gem stones	NA	W
Lime	1,147	49,343
Sand & gravel:		
Construction	12,000	33,500
Industrial	500	4,500
Stone:		
Crushed	24,100	121,300
Dimension	8	968
Combined value of bauxite, clays (bentonite), salt, and values indicated by symbol W		7,979
Total 1986 (preliminary)		422,721

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Birmingham	42	80	2943	1891
Gadsden	41	79	3160	1671
Huntsville	40	79	3279	1708
Mobile	51	82	1695	2643
Montgomery	47	82	2277	2274
Selma	48	82	2040	2433
Tuscaloosa	44	81	2675	2102

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anniston 2, 6, 13

Auburn 2 (Columbus, GA)

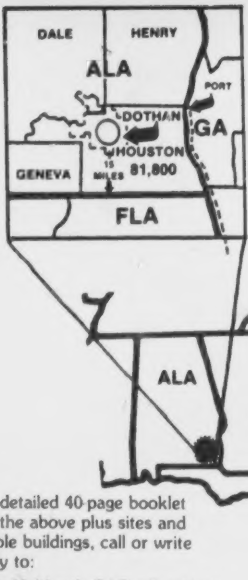
DOTHAN MSA - SERVING THE SOUTHEAST

- Frequent air service to Atlanta & Memphis
- Four year college
- Community college
- 44,000,000 people within 500 miles
- Regional medical facilities, 3 hospitals w/675 beds
- Climate: Average Jan. Low 33.7 Average July High 90.2
- Excellent labor force
- Free training program
- U.S. 231 N. 4-lane to I-65, I-85; U.S. 231 S. 4-lane to Florida and connects I-10; U.S. 431 and U.S. 84
- Four railroads
- Barge service on the Chattahoochee River, 9′ x 100′ channel
- Industrial bonds

For a detailed 40-page booklet on all the above plus sites and available buildings, call or write directly to:

J. Dale Hubbard, C.I.D., President
Dothan Area Chamber of Commerce
P. O. Box 638
Dothan, AL 36302
(205) 792-5138

Circle 47 on Brochure Service Card



Bessemer 2, 6 (Birmingham)
Birmingham 1, 2, 4-7, 10-12, 14-17, 19, 20, 22, 23
Decatur 2, 6 (Huntsville)
Dothan 2, 6, 13, 15, 18
Florence 2, 6 (13 through Muscle Shoals)
Gadsden 2, 13
Huntsville 2, 6, 7, 11, 13-17, 21, 22
Mobile 1-7, 9, 10, 12, 14, 17
Montgomery 1, 4, 6, 8, 10, 12, 13, 15, 17
Phenix City 6 (Columbus, GA)
Prichard 4 (Mobile)
Selma 2, 6 (Montgomery)
Tuscaloosa 3, 4, 8, 13

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Gulf and Mississippi Railroad
4. Illinois Central Gulf R.R. Co.
5. Norfolk Southern Corp.
6. Southern Railway

Airlines

7. American
8. American Eagle
9. Continental
10. Continental Commuter-Air New Orleans
11. Continental Express-Presidential Airways
12. Delta
13. Delta Connection-Atlantic Southeast
14. Eastern
15. Eastern Express-Metro
16. Florida Express
17. Northwest
18. Northwest Airlink
19. Piedmont
20. Southwest Airlines
21. Tennessee Airways
22. United
23. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anniston — 2e, 1g
Auburn — 2e, 1g
Bessemer — 4e, 1g
Birmingham — 2e, 1g
Decatur — 5eg
Dothan — 6e
Florence — 7eg
Gadsden — 2e, 1g
Huntsville — 9eg
Mobile — 2e, 10g
Montgomery — 2e, 1g
Phenix City — 2e, 11g
Prichard — 2e, 10g
Selma — 2e, 1g
Tuscaloosa — 2e, 1g

1. Alabama Gas Corp.
   2101 6th Ave. N., Birmingham 35203
2. Alabama Power Co.
   600 N. 18th St., Box 2641,
   Birmingham 35291
3. Alabama-Tennessee Natural Gas Co.
   P.O. Box 918, Florence 35631
4. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
5. Decatur Utilities (Electric)
   P.O. Box 2232, Decatur 35602
   Decatur Utilities (Gas)
   110 Johnson St., S.E., Decatur 35601
6. Dothan Electric Dept.
   126 N. St. Andrews St., Box 2128
   Dothan 36302
7. Florence Electricity (Gas) Dept.
   110 W. College, Box 877 (Box 2818),
   Florence 35631
8. Hardin County Gas Co.
   P.O. Box 357, Florence 35630
9. Huntsville Utilities
   P.O. Box 2048, Huntsville 35804
10. Mobile Gas Service Corp.
    2828 Dauphin St., Mobile 36606
11. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Drawer 760
    Phenix City 36868
12. Southeast Alabama Gas Dist.
    U.S. Hwy. 29 N., Andalusia 36420

Utility serving cities under 25,000:

Cullman Elec. Co-op
Odie Johnson, Interim Mgr.
P.O. Box 1527, Cullman 35056
205/734-6511

DEVELOPMENT COUNSELORS:

State Development Agency

Rumbarger, David, Asst. Dir.
Alabama Dev. Off.
State Capitol
Montgomery, 36130
205/263-0048

Birmingham.
A Site More Than You Might Expect.

It's the city with the Southeast's most thoroughly diversified economy. A place with a firm commitment to business, offering immediate access to air and land transport, as well as the economical waterways of the Tennessee-Tombigbee system, serving the area from the port of Birmingham to the port of Mobile.

Birmingham. A prime location in the heart of the South, with an abundance of parks, sites and buildings, incubator facilities and a growing network of public/private partnerships. A five-county metropolitan area, where the pleasant mix of urban and rural combine with a healthy cultural and educational climate for a quality of life you'll find nowhere else.

We'll be glad to tell you more.
For information write or call:

Metropolitan Development Board • 2027 1st Avenue North
600 Commerce Center • Birmingham, AL 35203
(205) 328-3047

Circle 48 on Brochure Service Card

Areas & Others

Andalusia
Wyatt, Victor, C.I.D.
Alabama Electric Co-op, Inc.
P.O. Box 550. 36420
205/222-2571

Birmingham
Barber, Bill, Director
Alabama Gas Corp.
2101 Sixth Ave. North, 35203
205/326-2678

Voncannon, Ted
Birmingham Metro Dev. Board
600 Commerce Center
2027 First Ave., North, 35203
205/328-3047

McArthur, Charlton B., Ind. Dev. V.P.
Alabama Power Co.
P.O. Box 2641, 35291
205/250-2534

Dothan
Hubbard, J. Dale, C.I.D., Pres.
Dothan Area Cham. of Comm.
P. O. Box 638, 36302
205/792-5138

Gadsden
McCain, Michael B., Exec. Dir.
Gadsden-Etowah Cty. Ind. Dev. Auth.
P.O. Box 408, 35902
205/543-9423

Huntsville
Nerren, Guy B., C.I.D., Pres. & Gen. Mgr.
Chamber of Comm. of Huntsville-Madison Cty., Inc.
P.O. Box 408, 35804
205/535-2000

Montgomery
George, Randall L., C.I.D., Gen. Mgr.
Montgomery Chamber of Comm.
P.O. Box 79, 36101
205/834-5200

Selma
Miller, Calvin L., Exec. Dir.
Selma, Dallas Cty Econ. Dev. Auth.
P.O. Drawer D, 36702
205/875-8365

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, land, equipment, mfrs. distribution centers, pollution control, coal conversion, transportation & minerals processing facilities, agribusiness facilities, & site development
- Recruiting, testing, & job placement services

Tax rates:
- Corporate income tax 3.0%-7.25%
- Personal income tax 2%-6%
- Sales tax..5%
- Incorp. tax ..... $0.002 to $.01 per share
- Franchise tax $0.0021
- Inventory tax ....$.001 per $100 ($.001 per $100 + local on finished goods only)
- Gasoline tax............ 14% of wholesale prices

Advanced education facilities:
- Four-year colleges & universities 25
- Two-year or junior colleges...............18
- Public vocational schools 91

Medical facilities
- Hospitals 120
- Clinics..NA

Labor analysis:
- Civilian labor force......... .....1,689,000 (1986 Avg.)
- High school graduates 38,500 (5/85)

For additional labor market information, contact Dept. for Employ. Services, 275 E. Main St., Frankfort, KY 40601, 502/564-5331

Environment Controls:

Air & water pollution: Dept. for Environ. Protection, Kentucky Natural Resources & Environ. Protection Cabinet, 18 Reilly Rd., Frankfort, 40601, KY 502/564-2150

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987
KENTUCKY	3,661.4	3,777.6
Ashland	27.1	26.3
Bowling Green	40.5	45.8
Covington	49.0	47.1
Frankfort	26.0	NA
Hopkinsville	27.3	27.6
Lexington-Fayette	204.2	213.0
Louisville	298.5	287.4
Owensboro	54.5	56.0
Paducah	29.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1987
*Cincinnati, OH/KY/IN	1,401.4	1,419.3
Clarksville-Hopkinsville, TN/KY	150.2 -	158.9
Evansville, IN/KY	276.0	284.6
Huntington-Ashland, WV/KY/OH	336.0	338.1
Lexington-Fayette	318.1	333.4
Louisville, KY/IN	957.0	970.5
Owensboro	85.9	88.0

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY	259.9	41.2	10.13
Lexington-Fayette	27.8	40.2	10.35
Louisville	85.9	42.4	11.64

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	55.1	NA	NA
MANUFACTURING	255.5	38.9	9.53
DURABLE GOODS	139.4	39.6	10.17
Lumber & wood prods.-SIC 24	9.5	33.8	8.60
Furniture & fixtures-SIC 25	5.2	37.5	6.29
Stone, clay, & glass prods.-SIC 32	7.9	46.7	9.45
Primary metal industries-SIC 33	17.5	37.6	11.49
Fabricated metal products-SIC 34	15.4	39.9	8.96
Machinery, except electrical-SIC 35	33.7	39.8	10.32
Electrical & electronic equip.-SIC 36	27.2	37.5	9.87
Transportation equipment-SIC 37	15.8	46.6	13.74
Instruments & misc. mfg.-SIC 38	7.2	38.1	7.03

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It's true, our Consumer Information Catalog is filled with booklets that can answer the questions American consumers ask most.

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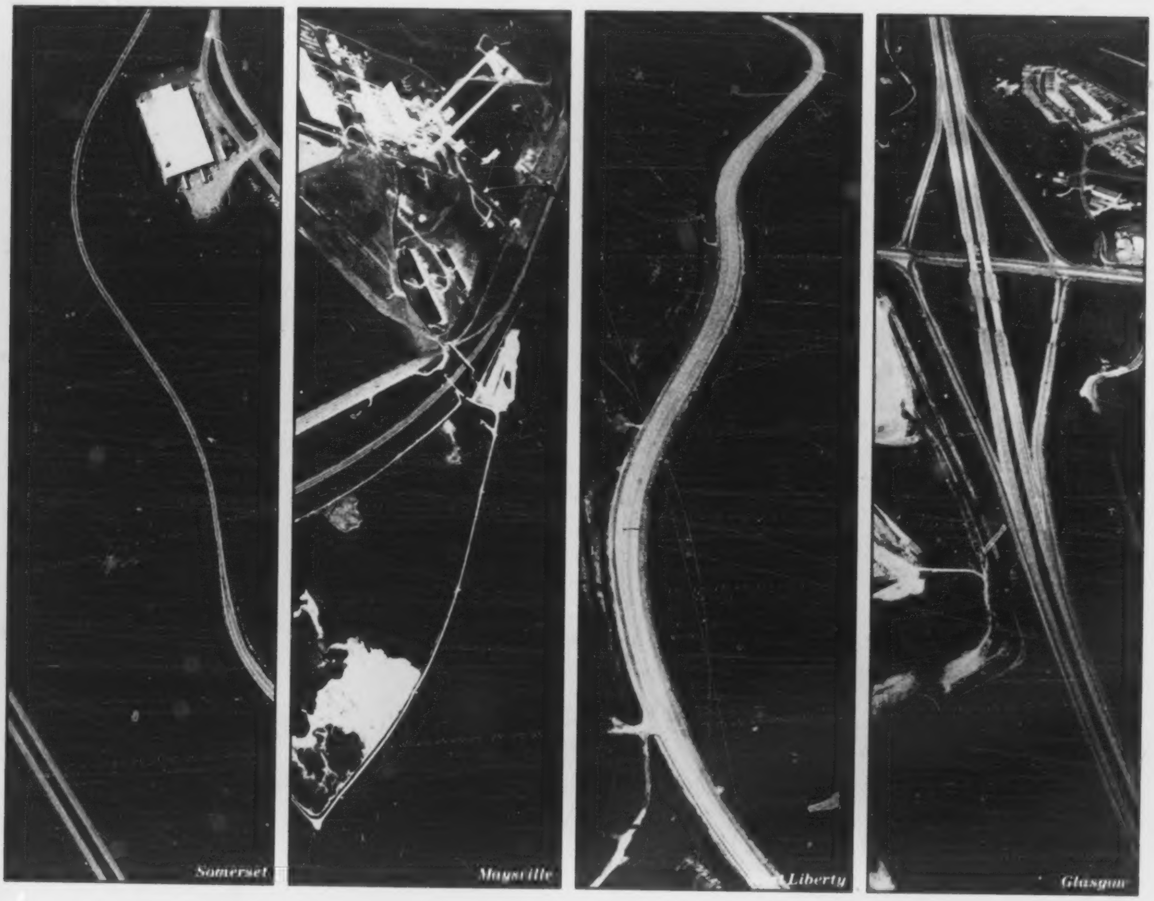
Department AP, Pueblo, Colorado 81009

U.S. General Services Administration

In East Kentucky, we put our sites where our mouth is!



Toyota's recent move to East Kentucky has put a national spotlight on the outstanding advantages of locating in the Kentucky corridor formed by Interstates 65, 75 and 64.

Sure, we've got a lot to say about our low land costs; stable, recently modernized communities; generous incentive tax and utility rates; excellent skilled labor availability; and our wage scales and cost-of-living indexes that are as much as 30% below the national average.

But we have something even better: detailed, systematic and actionable data on the areas most desirable sites.

Last year, East Kentucky Power commissioned an area wide site desirability study by *The Fantus Company.* Analysis of 18 individual sites are available, 8 of which *Fantus* has identified as "ready now" and as close to turnkey locations as you will find.

This detailed and independent site analysis data, along with detailed data on each site's adjoining community is available to you free of charge in East Kentucky Power's "Case for Locating in East Kentucky".

In addition, East Kentucky Power will provide you with the "Home Team Advantage", a team of experienced, area-wise industrial development specialists who will assist you with every phase of your plant location investigation.

Call or write, Jim Coleman or Dave Ravencraft.

EAST KENTUCKY POWER
4758 Lexington Rd. • P.O. BOX 707
Winchester, KY 40391 • 606/744-4812

Don't move. Without the case for East Kentucky.

Circle 49 on Brochure Service Card

Louisville. A community where tradition and innovation, history and progress work together — well.

Louisville Gas and Electric has been a part of that progress — serving Louisville's energy needs for 150 years. At affordable rates.

How affordable? The Ohio Office of the Consumers' Counsel surveyed typical residential gas and electric bills for customers in 18 major cities in this part of the country. We invite you to look at the results.

Energy costs and energy availability are just two of the many reasons to look into Louisville. Concern for our customers, for service reliability, and for our community are just as important.

Look into Louisville. It's the bright place to be.

The Ohio Office of the Consumers' Counsel Survey
January 1988

City	Electricity 500 kilowatt hours	Gas 13,000 cubic feet	Total
Philadelphia, PA	$57.54	$87.31	$144.85
Toledo, OH	52.64	71.31	123.95
Indianapolis, IN	43.40	79.05	122.45
Detroit, MI	43.17	75.09	118.26
Pittsburgh, PA	48.69	69.27	117.96
Akron, OH	50.69	62.80	113.49
Youngstown, OH	50.69	62.80	113.49
Cleveland, OH	46.29	62.80	109.09
AVERAGE BILL	41.73	66.19	107.92
Grand Rapids, MI	35.03	71.65	106.68
Columbus, OH	39.79	66.62	106.41
Ft. Wayne, IN	44.09	60.41	104.50
Dayton, OH	42.21	60.86	103.07
Canton, OH	36.24	62.80	99.04
Charleston, WV	32.72	64.18	96.90
Huntington, WV	32.72	64.18	96.90
Lexington, KY	27.94	65.47	93.41
Cincinnati, OH	35.56	55.47	91.03
Louisville, KY	31.02	50.36	81.38

For information about our gas and electric service, including our industrial and commercial rates, call our Economic Development Office at (502) 566-4488.

LG&E
Louisville Gas and Electric Company

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Circle 50 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Louisville KY/IN 11/86
Office, professional, & technical	
Payroll clerks	$ 8.03
Accounting clerks	7.87
File clerks	5.70
Typists	6.36
Key entry operators	6.17
Secretaries	9.82
Switchbd opr-recept's	6.72
Drafters	13.24
Electronics technician	10.28
Computer operators	9.13
Computer programmers	13.13
Computer systems analysts	16.67
Maintenance & powerplant	
Carpenters	13.23
Electricians	14.34
Engineers, stationary	12.80
Machinists	13.45
Mechanics (machinery)	15.20
Custodial & material movement	
Guards	4.80
Janitors, porters, & cleaners	5.71
Laborers, mat'l hdlg	9.86
Shippers & receivers	8.39
Truckdrivers	10.90
Forklift operators	10.63

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KENTUCKY	1,690.5	119.2	7.1
Lexington-Fayette	180.9	7.3	4.0
Louisville	490.8	28.2	5.7
Owensboro	44.5	3.5	7.9

*preliminary figures

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ashland	32	75	4900	1071
Bowling Green	34	78	4309	1429
Covington	29	75	5247	1037
Lexington	32	76	4814	1170
Louisville	33	78	4525	1342
Owensboro	33	78	4279	1460
Paducah	34	79	4130	1573

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	827	7,325
Gem stones	NA	W
Lime	1,354	66,456
Sand & gravel (construction)	8,300	19,700
Stone (crushed)	37,900	134,600
Combined value of cement, sand and gravel (industrial), zinc (1985), and values indicated by symbol W		31,053
Total 1986 (preliminary)		259,134

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ashland 2 (Huntington, WV)
Bowling Green 2 (Nashville, TN)
Covington 2 (Cincinnati, OH)
Frankfort 2 (Lexington)
Hopkinsville 2 (Clarksville, TN)
Lexington-Fayette 2, 6, 7, 9-12, 14, 18, 19, 21, 23, 24
Louisville 1-8, 11-13, 15, 16, 18, 19, 21, 22, 24
Owensboro 2, 7, 17
Paducah 4, 7, 9, 17, 20

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Norfolk Southern Corp.
4. Paduch & Louisville Railway
5. Soo Line Railroad
6. Southern Railway

Airlines

7. Allegheny Commuter
8. American
9. American Eagle
10. Continental Express-Presidential Airways
11. Delta
12. Delta Commuter-Comair
13. Eastern
14. Eastern Metro Express
15. Florida Express
16. Northwest
17. Northwest Airlink
18. Piedmont
19. Piedmont Commuter-Jetstream Intl.
20. Trans World Express-Air Midwest
21. TWA
22. United
23. United Express-Air Midwest
24. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ashland — 6e, 2g, 5g
Bowling Green — 1e, 11g
Frankfort — 3e, 2g
Hopkinsville — 4e, 11g
Lexington-Fayette — 7e, 2g
Louisville — 8eg
Owensboro — 9e, 11g
Paducah — 10e, 11g

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1. Bowling Green Mun. Elec. Div.
   801 Center St., Box 10300, Bowling Green 42102-4300
2. Columbia Gas of KY Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frankfort Elec. & Water Plant Bd.
   315 W. 2nd St., Frankfort 40601
4. Hopkinsville Elec. Plant Bd.
   101 N. Main St., Box 544, Hopkinsville 42240
5. Inland Gas Co.
   P.O. Box 1180, Ashland 41101
6. Kentucky Power Co.
   1701 Central Ave., Box 1428, Ashland 41101
7. Kentucky Utilities Co.
   1 Quality St., Lexington 40507
8. Louisville Gas & Electric Co.
   311 W. Chestnut St., Box 32010
   Louisville 40232
9. Owensboro Mun. Utilities
   115 E. 4th St., Owensboro 42301
10. Paducah Power System
    1400 Broadway, Box 180, Paducah 42001
11. Western Kentucky Gas Co.
    311 W. 7th St., Owensboro 42301

Utilities serving cities under 25,000:

Big Rivers Elec. Corp.
Bill Thorpe, Gen. Mgr.
P.O. Box 24, Henderson 42420
502/827-2561

East Kentucky Power Corp.
Don Norris, Mgr.
P.O. Box 707, Winchester 40391
606/744-4812

DEVELOPMENT COUNSELORS:

State Development Agency

Slone, Russ, Acting Dir.
Kentucky Commerce Cabinet
Capitol Plz. Tower
Frankfort, 40601
502/564-7140

Areas & Others

Covington
West. James F., Jr., C.I.D., Exec. Dir.
Tri-Cty. Econ. Dev. Corp.
Gtrr. Cincinnati Airport
P.O. Box 17246, 41017
606/341-0870

Henderson
Perry, B.L., Gen. Mgr.
Henderson Municipal Power & Light
P.O. Box 8, 42420
502/826-2726

Louisville
Roberson, James O., Pres.
Econ. Dev. Mgr.
Louisville Area Chamber of Comm.
1 Riverfront Plz., 40202
502/566-5000
Burke, Patricia S., Supr., P.R.
Louisville Gas & Electric Co.
311 West Chestnut Street
502/627-2501
Gudell, Howard A., Exec. Dir.
Louisville-Jefferson Cty.
515 W. Market Street,
Ste. 650, 40202
502/587-3051

Winchester
Coleman, Jim, Ind. Dev. Dir.
East Kentucky Power Coop.
P.O. Box 707
606/744-4812

MISSISSIPPI

STATE INFORMATION:

Financial assistance to industry:
- Corporate Headquarters Incentive Program
- Tax exemptions
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- "Free Port" law
- Free start-up training
- Small bus. loan guaranty program
- SBA 504 program
- Mississippi Business Investment Act
- Mississippi Farm Reform Act

Tax rates:

Corporate income tax	3%-5%
Personal property tax	10-year exemption for new mfrs.
Sales tax	6%
Franchise & incorp. tax	$2.50/$1,000
Inventory tax	assessed at 15% of true value — millage varies
Gasoline tax	$.17/gal.

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	19
Post-secondary schools	15

Medical facilites:

Hospitals	118
Clinics	NA

Labor analysis:

Civilian labor force	1,172,500 (1987 projected)
High-school grads	26,201 (1986-87)

For additional labor market information, cont[illegible] Employ. Security Commission, P.O. [illegible] 1699, 1520 W. Capitol St., Jackson, [illegible] 39205, 601/354-8711

Environment Controls:

Air & Water Pollution: Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 10385, Jackson, MS 39209, 601/961-5171

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MISSISSIPPI	2,520.6	2,668.4
Biloxi	49.3	50.9
Columbus	27.4	NA
Greenville	40.6	40.1
Gulfport	39.7	41.7
Hattiesburg	40.8	42.1
Jackson	202.9	216.5
Meridian	46.6	48.1
Pascagoula	29.3	31.2
Vicksburg	25.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Biloxi–Gulfport	191.9	202.3
Jackson	362.0	403.9
Memphis, TN/AR/MS	912.9	956.6
Pascagoula	118.0	128.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI	227.2	40.6	7.57
Jackson	21.0	40.6	8.61

*preliminary figures for production workers

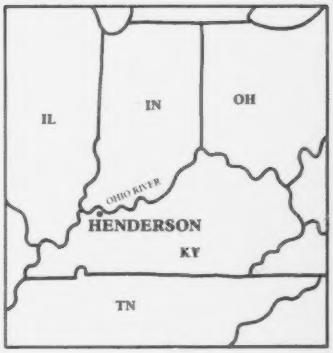
Area Wage Survey

Average straight-time hourly earnings

	Jackson 1/86	Memphis, TN/AR/MS 11/86
Office, professional, & technical		
Payroll clerks $	7.00	7.65
Accounting clerks	6.96	7.14
File clerks	5.14	5.05
Typists	5.81	6.77
Key entry operators	6.90	6.40
Secretaries	8.39	8.81
Stenographers	NA	NA
Switchbd opr-recept's	6.15	5.81
Word processors	5.79	8.43
Drafters	9.54	9.95
Electronics technicians	11.85	13.29
Computer operators	8.18	8.58
Computer programmers	11.49	11.05
Computer systems analysts	13.63	15.75
Maintenance & powerplant		
Carpenters	NA	NA
Electricians	12.46	13.30
Engineers, stationary	NA	13.39
Machinists	11.99	12.45
Mechanics (machinery)	11.21	12.29
Tool & die makers	NA	11.69
Custodial & material movement		
Guards	NA	4.22
Janitors, porters & cleaners	4.05	3.88
Laborers, material handling	7.78	8.46
Shippers & receivers	7.94	7.82
Truckdrivers	9.14	8.38
Forklift operators	8.44	8.50

2.62¢ PER KILOWATT HOUR

It's not often one reason is the only reason you need to choose a site for plant expansion. With rates as low as 2.62¢ per kilowatt hour, industrial electric power in Henderson, Kentucky costs 40% less than the national average. That's a lot of dollars going to your bottom line instead of the power line. You won't have to worry about fluctuating rates, either. Henderson Municipal Power & Light keeps rates low and stable. You'll find lots of other good reasons for bringing your business to Henderson, including over 300 acres of industrial development sites. And you'll have the mighty Ohio River, one of the most navigable rivers in America, right at your doorstep. Let us tell you all about Henderson and what it has to offer. Call B.L. Perry at Henderson Municipal Power & Light for more information.



HENDERSON MUNICIPAL POWER & LIGHT

P.O. Box 8 • Henderson, KY 42420 • 502-826-2726

Circle 51 on Brochure Service Card

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSISSIPPI	1,179.9	105.3	9.2
Jackson	201.6	12.9	6.5

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.2	NA	NA
MANUFACTURING	221.2	40.6	7.22
DURABLE GOODS	124.4	41.5	7.73
Lumber & wood prods.-SIC 24	23.3	42.7	6.55
Furniture & fixtures-SIC 25	19.1	39.5	6.61
Stone, clay, & glass prods.-SIC 32	5.6	44.4	7.30
Primary & fabricated metals-SIC 33	16.4	41.6	7.83
Fabricated metal products-SIC 34	12.3	NA	NA
Machinery, except electrical-SIC 35	13.0	41.7	7.79
Electrical & electronic equip.-SIC 36	22.6	41.4	8.65
Transportation equipment-SIC 37	19.8	40.4	10.03
Instruments & related products-SIC 38	1.3	NA	NA
Misc. mfg. industries-SIC 39	3.4	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,324	34,359
Sand & gravel (construction)	12,700	38,800
Stone (crushed)	1,600	4,400
Combined value of cement (masonry 1985, portland 1985-86), gem stones (1986), and sand and gravel (industrial)		26,991
Total 1986 (preliminary)		104,550

* thousand short tons

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Biloxi 3 (Gulfport)
Columbus 1, 2, 4, 5, 8, 10, 14, 18
Greenville 2, 5, 16, 18
Gulfport 3, 6, 12, 15, 17
Hattiesburg 5, 6 (11, 14, 18 through Laurel)
Jackson 5, 6, 9, 13, 17, 19-21
Meridian 4-7, 10, 14, 18
Pascagoula 3 (Mobile, AL)
Vicksburg 5, 6 (Jackson)

Railroads

1. Burlington Northern R.R. Co.
2. Columbus and Greenville Railway
3. CSX Transportation, Inc.
4. Gulf & Mississippi Railroad
5. Illinois Central Gulf R.R. Co.
6. Midsouth Corp.
7. Norfolk Southern Corp.
8. Southern Railway Co.

Airlines

9. American
10. Americn Eagle
11. Atlantic Southeast
12. Continental Express-Air New Orleans
13. Delta
14. Delta Connection-Atlantic Southeast
15. Eastern Express-Metro
16. Express Airlines
17. Northwest
18. Northwest Airlink
19. Royale Airlines
20. Southern Express
21. United

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Biloxi	52	82	1498	2652
Columbus	42	81	2860	2003
Greenville	43	82	2635	2246
Hattiesburg	48	81	2027	2338
Jackson	46	82	2389	2290
Meridian	46	81	2479	2158
Vicksburg	47	82	2201	2306

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Biloxi — 4e, 2g
Columbus — 1e, 5g
Greenville — 3e, 5g
Gulfport — 4e, 2g
Hattiesburg — 4e, 7g
Jackson — 3e, 5g
Meridian — 4e, 5g
Pascagoula — 4e
Vicksburg — 3e, 6g

1. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
2. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
3. Mississippi Power & Light Co.
   Electric Bldg., Box 1640, Jackson 39215-1640
4. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
5. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
6. Vicksburg Water & Gas Admin.
   801 Washington St., Vicksburg 39180
7. Willmut Gas & Oil Co.
   315 Main St., Hattiesburg 39401-1649

Utility serving cities under 25,000:

S. Mississippi Elec. Power Assn.
Henry L. Thomas, Mgr.
P.O. Box 15849, Hattiesburg 39404
601/268-2083

DEVELOPMENT COUNSELORS:

State Development Agency

Bennett, Kevin, Interim Dir.
Mississippi Dept. of Econ. Dev.
P.O. Box 849
Jackson, 39205
601/359-3449

Areas & Others

Columbus

Ford, Charleigh D., C.I.D., Exec. Dir
Columbus-Lowndes Econ. Dev. Assoc.
P.O. Box 1805, 39703
601/328-8369

Gulfport

Newcomb, Leslie, Exec. Dir.
Southern Miss. Plng. & Dev. Dist.
1020-32nd Ave., 39501
601/868-2311

Ueltschey, Chuck, Mgr.
Dept. of Econ. Dev.
Mississippi Power Company
P.O. Box 4079, 39501
601/865-5266

Hernando

Brown, James L., Exec. Dir.
DeSoto Cty. Econ. Dev. Council
38632
601/368-4414

Jackson

Bounds, Mark S., Asst. Ind. Dev. Dir.
Electric Power Assn. of Miss.
P.O. Box 7897, 39204
601/922-2341

Mayo, Will, Mgr., Econ. Dev.
Mississippi Power & Light Co.
P.O. Box 1640, 39205
601/969-2343

Vicksburg

Heidel, James B., Exec. V.P.
Vicksburg/Warren Cty. Chamber of Comm., Port & Econ. Dev. Fdtn.
P.O. Box 709, 2020 Mission 66, 39180
601/636-1012

NASHVILLE
TENNESSEE

STATE INFORMATION:

Financial assistance to industry:

Tax incentives
Bonds for buildings
Bonds for pollution control
Aid for job training
Free port law
Investment tax credit

Tax rates:

Corp. income tax ......6% net earnings
Personal income tax none on personal income or payroll tax on wages & salaries
Sales tax..........5½% + ¾% to 2¼% local
Incorporation fee.....Min. fees: domestic-$10, foreign-$300 flat fee
Franchise tax..........................25¢/$100
Inventory tax..................................none
Gasoline tax............................$.16/gal.

Advanced education facilities:

Four-year colleges & universities	44
Two-year or junior colleges	19
Vocational & business schools	62

Medical facilities:

Hospitals	148
Clinics	NA

Labor analysis:

Civilian labor force (1985 avg.)	2,246,000
Public high school graduates	43,263 (1986)

For additionnal labor market information, contact Dept. of Employ. Security, Rm. 536, Cordell Hull State Office Bldg., Nashville, TN 37219, 615/741-2131

Environment Controls:

Air pollution Air Pollution Control, Tennessee Dept. of Health and Environment, 150 Nineth Ave., N., Nashville, TN 37219-5404, 615/741-3931

Water pollution: Water Pollution Control, Tennessee Dept. of Health and Environment, 150 Nineth Ave., N., Nashville, TN 37219-5404, 615/741-2275

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1987 Thousands
TENNESSEE	4,590.8	4,852.5
Bristol*	43.0	42.5
Chattanooga	169.6	166.9
Clarksville	54.8	71.1
Cleveland	26.4	NA
Columbia	25.8	NA
Hendersonville	26.6	NA
Jackson	49.1	52.2
Johnson City	39.8	45.0
Kingsport	32.0	32.1
Knoxville	183.1	175.5
Memphis	646.4	668.6
Murfreesboro	32.8	40.4
Nashville-Davidson	455.7	473.1
Oak Ridge	27.7	28.0

*Bristol is a two-state city. Total includes both Va. and Tenn.

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1987 Thousands
Chattanooga, TN/GA	426.5	433.2
Clarksville-Hopkinsville, TN/KY	150.2	158.9
Jackson	74.5	78.2
Johnson City-Kingsport-Bristol, TN/VA	433.6	450.1
Knoxville	566.0	599.3
Memphis, TN/AR/MS	912.9	956.6
Nashville	850.5	936.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE	504.8	41.8	8.71
Chattanooga	44.7	42.2	7.88
Knoxville	50.8	40.9	9.19
Memphis	53.9	41.8	8.80
Nashville	87.9	41.6	10.29

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TENNESSEE	2,377.2	138.1	5.8
Chattanooga	205.5	10.3	5.0
Johnson City-Kingsport-Bristol	219.0	13.3	6.1
Knoxville	281.4	14.2	5.0
Memphis	449.7	24.5	5.4
Nashville	513.5	22.5	4.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Chattanooga TN/GA 9/86	Memphis TN/AR/MS 11/86
Office, professional, & technical		
Payroll clerks	$ 7.24	7.65
Accounting clerks	6.86	7.14
File clerks	NA	5.05
Typists	NA	6.77
Key entry operators	6.47	6.40
Secretaries	8.58	8.81
Stenographers	NA	NA
Switchbd opr-recept's	6.17	5.81
Word processors	7.03	8.43
Drafters	9.88	9.95
Electronics technicians	10.22	13.29
Computer operators	7.87	8.58
Computer programmers	12.77	11.05
Computer systems analysts	20.03	15.75
Maintenance & powerplant		
Carpenters	NA	NA
Electricians	11.14	13.30
Engineers, stationary	NA	13.39
Machinists	10.04	12.45
Mechanics (machinery)	10.80	12.29
Tool & die makers	NA	11.69
Custodial & material movement		
Guards	4.80	4.22
Janitors, porters & cleaners	4.68	3.88
Laborers, mat'l hdlg	7.74	8.46
Shippers & receivers	7.26	7.82
Truckdrivers	9.19	8.38
Forklift operators	7.79	8.50

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	82.1	NA	NA
MANUFACTURING	489.3	41.0	8.29
DURABLE GOODS	238.4	41.4	8.66
Lumber & wood prods.-SIC 24	18.6	39.4	5.64
Furniture & fixtures-SIC 25	24.4	39.3	7.09
Stone, clay, & glass prods.-SIC 32	14.2	46.0	10.77
Primary metal industries-SIC 33	17.1	41.4	10.74
Fabricated metal products-SIC 34	38.4	41.9	9.09

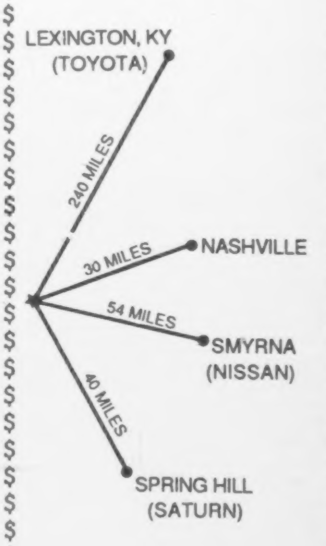
Just The Place

To Meet Your

Just In Time

Inventory Commitments

Dickson County
Tennessee



For Information Contact:

Glen Kelley
Dickson County Chamber of Commerce
P.O. Box 612L
Dickson, Tennessee 37055
(615) 446-2349

Circle 52 on Brochure Service Card

Machinery, except electrical-SIC 35	37.3	NA	NA
Electrical & electronic equip.-SIC 36	37.5	NA	NA
Transportation equipment-SIC 37	31.3	NA	NA
Instruments & related products-SIC 38	9.2	42.2	8.09
Misc. mfg. industries-SIC 39	10.5	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,333	26,266
Gem stones	NA	W
Phosphate rock — thou. metric tons	1,100	25,000
Sand & gravel:		
Construction	6,800	22,300
Industrial	580	4,800
Stone:		
Crushed	40,000	171,900
Dimension	6	1,553
Zinc — metric tons (recov. cont. of ores, etc.)	96,158	80,557
Combined value of barite, cement, clays (fuller's earth), cooper, lead (1985), lime, pyrites, silver, and values indicated by symbol W		147,746
Total 1986 (preliminary)		480,122

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Chattanooga 2, 4, 6, 9, 10, 12, 14, 16, 19, 20, 23, 24
Clarksville 2, 21, 26
Cleveland 6 (Chattanooga)
Columbia 2 (Nashville)
Hendersonville 2 (Nashville)
Jackson 2, 3, 21
Johnson City 2, 6 (10, 13, 14, 16, 23, 25, 31 through Tri-City)
Kingsport 2, 6 (10, 13, 14, 16, 23, 25, 31 through Tri-City)
Knoxville 2, 4, 6, 10-12, 14, 16, 18, 20, 23, 24, 28, 30, 31
Memphis 1-7, 9, 12, 17, 20, 21, 23, 29-31
Murfreesboro 2 (Nashville)
Nashville-Davidson 2, 8-10, 12, 14, 15, 18, 20, 22, 23, 27, 29-31
Oak Ridge 2 (Knoxville)

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Illinois Central Gulf R.R. Co.
4. Norfolk Southern Corp.
5. St. Louis Southwestern Rwy Co.
6. Southern Railway
7. Union Pacific Railroad

Airlines

8. Allegheny Commuter
9. American
10. American Eagle
11. Continental Express-Presidential Airways
12. Delta
13. Delta Connection-Atlantic Southeast
14. Delta Connection-Comair
15. Eastern
16. Eastern Express-Metro
17. Exec Express
18. Florida Express
19. Metro Airlines
20. Northwest
21. Northwest Airlink
22. Pan American
23. Piedmont
24. Piedmont Commuter-CCAir
25. Piedmont Regional-Henson
26. Prime Air
27. Southwest Airlines
28. Tennessee Airways
29. TWA
30. United
31. USAir

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Chattanooga	39	79	3583	1578
Clarksville	36	79	4014	1514
Jackson	37	79	3707	1625
Knoxville	38	78	3658	1449
Memphis	40	82	3207	2067
Murfreesboro	38	79	3734	1573
Nashville	37	79	3756	1661
Oak Ridge	37	77	4006	1294

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Chattanooga — 1e, 2g
Clarksville — 3e, 4g
Cleveland — 5e, 2g
Columbia — 6e, 18g
Hendersonville — 13e, 14g
Jackson — 7eg
Johnson City — 8e, 17g
Kingsport — 9e, 17g
Knoxville — 10eg
Memphis — 11eg
Murfreesboro — 12e, 18g
Nashville-Davidson — 13e, 14g, 18g
Oak Ridge — 15e, 16g

1. Chattanooga Elec. Power Bd.
 537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
 811 Broad St., Chattanooga 37402
3. Clarksville Dept. of Elec.
 2021 Guthrie Hwy, Box 1007
 Clarksville 37041-1007
4. Clarksville Gas Dept.
 104 Public Square, Clarksville 37040
5. Cleveland Utilities
 2450 Guthrie Dr. N.W., Box 2730, Cleveland 37311
6. Columbia Power System
 201 Pickens La., Box 379, Columbia 38401
7. Jackson Utility Division, Elec., P.O. Box 68, Jackson 38302-0068; Jackson Utility Division — Gas, 119 E. College, Jackson 38301
8. Johnson City Power Bd.
 100 N. Roan, Box 1636, Johnson City 37601
9. Kingsport Power Co.
 422 Broad St., Kingsport 37660
10. Knoxville Utilities Bd.
 626 Gay St., S.W., Knoxville 37902-1626
11. Memphis Light, Gas & Water Div.
 220 S. Main St., Box 430, Memphis 38101
12. Murfreesboro Electric Dept.
 205 N. Walnut St., Box 9
 Murfreesboro 37133-0009
13. Nashville Electric Service
 1214 Church St., Nashville 37203
14. Nashville Gas Co.
 814 Church St., Nashville 37203
15. Oak Ridge Electrical Div.
 Box 1, Oak Ridge 37830
16. Oak Ridge Utility Dist. (Gas)
 101 Bus Terminal Rd., Box 449, Oak Ridge 37831-0449
17. Tennessee-Virginia Energy Corp.
 108 W. 10th Ave., Johnson City 37601
18. United Cities Gas Co.,
 5300 Maryland Way, Brentwood 37027

DEVELOPMENT COUNSELORS:

State Development Agency

Commissioner
Dept. of Econ. & Comm. Dev.
Rachel Jackson Bldg., 8th Fl.
320 6th Ave. North
Nashville, 37219-5308
615/741-1888
1-800/251-8594 toll free

Areas & Others

Bristol
Robinson, C. Thomas, Exec. V. P.
Gtr. Bristol Area Chamber of Comm.
P.O. Box 519, 24203-0519
615/968-4399

Dickson
Kelly, Glen, Dir.
Dickson County Cham. of Comm.
P.O. Box 612, 37055
615/446-2349

Kingsport
Holt, Stephen B., C.I.D., Exec. V. P.
Kingsport Area Chamber of Comm.
P.O. Box 1403, 37662
615/246-2010

Jackson
Clifton, Christopher, V.P., Econ. Dev.
Jackson Area C. of C.
P.O. Box 1904, 38302
901/423-2200

Lewisburg
Burns, Tommy G., Ind. Dev. Dir.
City of Lewisburg
P.O. Box 332, 505 Ellington Pkwy. 37091
615/359-1544

Memphis
Stock, James B., Asst. V.P.
Belz Enterprises
5118 Park Ave., 38187
901/767-4780
Perry, William, Exec. V.P.
Memphis Area C. of C.
P.O. Box 224, 38101
800/238-1200

Nashville
Harris, Fred H., Econ. Dev. Dir.
Nashville Chamber of Comm.
161 4th Ave. N., 37219
615/259-3900
Hartman, H. Carl, Jr.
Dir., Power Use Div.
Nashville Electric Service
1214 Church St., 37203
615/747-3689

WHY KELLOGG COMPANY IS POURING IT ON IN MEMPHIS

....with a major new cereal production plant.

Kellogg Company, world's leading breakfast foods manufacturer, is pouring it on big in Memphis for 3 main reasons:

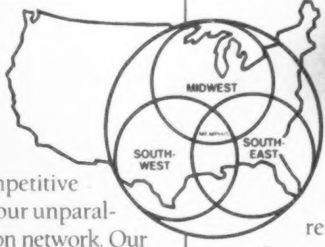
To nourish its unprecedented growth in the southern U.S. Memphis is 80 miles from the nation's center of population.

Because of the tremendous support of workers at Kellogg's existing Memphis plant.

And because of an appealing package of incentives offered by state and local governments.

Kellogg's decision to expand in Memphis emphasizes the city's importance as an international agricultural center, our exceptional location, our competitive utility rates, and our unparalleled transportation network. Our large pool of workers have the "right ethic"-an honest day's work for an honest day's pay. Memphis also enjoys a healthy reputation as a hub city for Federal Express and a regional hub for Northwest Airlines.

Other firms "pouring into Memphis" include the operations headquarters for International Paper Company (From Manhattan), Litton Microwave Products headquarters, Great Western Financial Services Corporation and major new distribution centers of Nike, Williams-Sonom[illegible] General [illegible] Tire [illegible] Mu[illegible] Corp[illegible] of America [illegible]



To find out what's in our bowl of resources and incentives for your company, write or call us today. We'll spoon-feed you all the information, support and professional assistance you're hungering for, in strict confidence.

800-238-1200
Or write on your company letterhead—
Economic Development Division
Memphis Area Chamber
of Commerce
P.O. Box 224
Memphis, TN 38101

MEMPHIS
America's Distribution Center
Circle 53 on Brochure Service Card

WEST NORTH CENTRAL

- IOWA
- KANSAS
- MINNESOTA
- MISSOURI
- NEBRASKA
- NORTH DAKOTA
- SOUTH DAKOTA

Regional Review

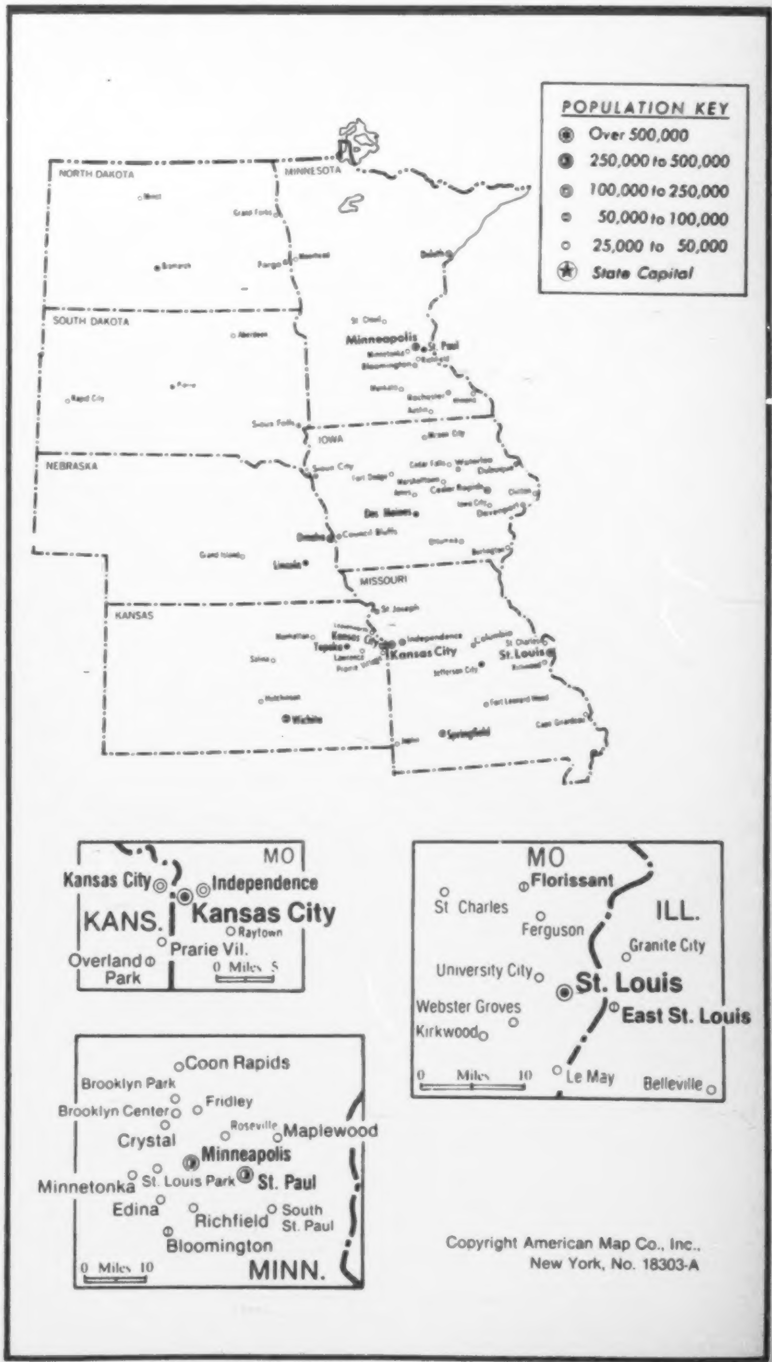
Following are summaries of some of the events affecting site location in each of the West North Central states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Iowa. Legislation passed last year included a reduction in industrial income tax from a previous rate of .05%-13% to .04%-9.9%, while maintaining 100% federal deductability. Unemployment insurance was also reduced for first-time employers from 2.3% to 2.1% of base.

The state gave a boost to the bio-technology industry in 1987 by setting up the Iowa Biotech Consortium, the purpose of which is to promote biotechnology development. The Consortium is comprised of the University of Iowa, Iowa State University, and the Iowa Department of Economic Development; the Iowa legislature has appropriated nearly $75 million to support biotechnology incentives at the two universities.

Corporations that located in the state in 1987 and that created more than 100 jobs included Eastman Kodak; PPG Industries, Inc.; Cargill; Alcoa; Tursso Companies Inc.; White Consolidated Industries; Unisys; Land O'Lakes; Rockwell International; Gage Metalcraft; and Excel.

Jim Chupp, marketing manager at the Iowa Department of Economic Development, sums up 1987 in the state by saying, "Our business climate is fair, and, in most cases is lower than our surrounding states. We are constantly improving our business climate to remain competitive and in 1988 see a renewed attitude toward many business incentives in the growth areas of finance, insurance, and real estate fields."


POPULATION KEY
● Over 500,000
● 250,000 to 500,000
● 100,000 to 250,000
○ 50,000 to 100,000
○ 25,000 to 50,000
★ State Capital
NORTH DAKOTA
MINNESOTA
SOUTH DAKOTA
IOWA
NEBRASKA
MISSOURI
KANSAS
Minneapolis
St. Paul
Kansas City
St. Louis
MO
Kansas City
Independence
KANS.
Kansas City
Raytown
Prarie Vil.
Overland Park
0 Miles 5
MO
Florissant
St Charles
Ferguson
ILL.
Granite City
University City
St. Louis
Webster Groves
East St. Louis
Kirkwood
0 Miles 10
Le May
Belleville
Coon Rapids
Brooklyn Park
Fridley
Brooklyn Center
Roseville
Maplewood
Crystal
Minneapolis
Minnetonka
St. Louis Park
St. Paul
Edina
Richfield
South St. Paul
Bloomington
0 Miles 10
MINN.

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Kansas. Economic conditions improved somewhat in Kansas during 1987, but the state's overall growth-rate remained moderate. There was some employment growth—unemployment dropped from 5.6% in 1986 to 4.9% in 1987—while per-capita income growth slowed slightly.

Kansas set a new campaign in motion in 1987 to promote economic development: The Kansas Development Finance Authority was created to issue bonds that can be used to finance industrial enterprises.

In addition, 1987 saw the institution of a major national advertising campaign to promote the state; the opening of an overseas development office in Germany, following an office opened in Japan the year before; the establishment of a commission on travel and tourism; and the establishment of the Kansas Coal Commission to promote development and expansion of Kansas's coal industry.

New business to the state last year included AFG Industries, Inc., which created 240 jobs in Spring Hill; Idelman Telemarketing, Inc., which created 200 jobs in Wichita; Jentronics, Inc., which created 200 jobs in Junction City; Rent a Center, which created 275 jobs in Wichita; and US Sprint, which created 500 jobs in Lenexa.

Minnesota. According to Robert De La Vega, assistant commissioner at the state's Department of Trade and Economic Development, "Minnesota continues to establish public policies conducive to business growth. Coupled with a strong tradition of entrepreneurship and excellent public service, Minnesota is an excellent state for business growth."

Actions by the state legislature in 1987 that substantiate these claims included a reduction of corporate income taxes—from 6%-12% in 1986 to 6%-9.5% in 1987—and reform of the state's unemployment compensation laws. In addition, the Greater Minnesota Corp. was created to promote the application of technology, and the Minnesota Council on Quality and Productivity was created.

Minnesota has the distinction of having the lowest high-school dropout rate in the country; in 1986, the graduation rate was the nation's highest at 91.4%.

New corporate facilities that opened in the state last year and that created more than 100 jobs included the FML Research and Development Center, and the headquarters for Northwest Airlines.

Missouri. The eighth-annual study entitled "General Manufacturing Climates," published by Grant Thornton, found Missouri to have the best cost-of-living index in the nation. This is based on the cost of housing, food, utilities, and state income and property taxes in relation to income.

Overall, "total employment in Missouri has set a record of growth for 52 consecutive months," according to Earl Cannon, director of research and support at the Missouri Department of Economic Development. He admitted that several large layoffs in auto production will affect the 1988 employment figures, but said that overall economic indicators will remain relatively strong, particularly in the areas of construction and manufacturing.

The Missouri General Assembly passed several major pieces of legislation that affect businesses last year. Among them were bills for liability insurance reform, the initiation of public pension-fund investments in small businesses, and the elimination of small-business franchise taxes.

New and expanding office and R&D facilities in the state in 1987 included Emerson Technology Center, which opened a new facility in Ferguson that created 280 new jobs; Eveready Battery Co., which opened a new facility in St. Louis creating 325 jobs; Marion Laboratories, Inc., which expanded in Kansas City and created 400 jobs; and MNX, Inc., which expanded in St. Joseph, resulting in 400 new jobs.

Nebraska. 1987 was marked by the passage of several pieces of legislation affecting business in Nebraska. For one, the Employment and Investment Growth Act was passed, a bill that will provide credits on state and local taxes for companies that make a major investment starting in 1989.

In addition the Employment Expansion and Investment Incentive Act was passed to allow credits reducing the taxpayer's income-tax liability for companies increasing employment and investing at least $100,000. This act goes into effect Jan. 1, 1989.

A third corporate tax change involves a new method of determining taxable income attributable to Nebraska operations. Over the next five years, a "sales-only" formula will be put into effect; this will provide a significant advantage to multi-state unitary firms that sell products or services outside of Nebraska.

The Industrial Recruitment Division of Nebraska's Department of Economic Development increased its promotional activities in 1987 in an effort to attract new businesses.

North Dakota. Despite recent economic troubles tied to slumping oil and agricultural markets, the state is continuing its commitment to education. Last year's general fund budget had $313.5 million allocated for education, which represented 60% of the total budget. This money seems to be well spent: the student graduation rate hovers near 90% and was the third-highest rate nationwide in 1986.

A decrease in oil-tax revenue has been causing the state difficulty. Job growth is low—it was only 2.4% from 1980 to 1986. However, in the beginning of 1988, reports showed oil revenues rising and a doubling of the number of oil rigs in use.

To boost the economy, the state is working on strengthening its agricultural market. Recent efforts toward that end include trying to sell ag products to Japan, where the state has a trade office.

South Dakota. Charles Turbiville, director of national and international marketing at the state Development Department, says "the business climate [in South Dakota] has improved with the addition of the Economic Development Loan Authority and a new administration that has made economic development the highest priority in the state."

Activities in the state last year affecting economic development included a new Economic Development Loan fund—administered by the above-mentioned Economic Development Loan Authority—which has the ability to provide 3% of funds to new or expanding businesses.

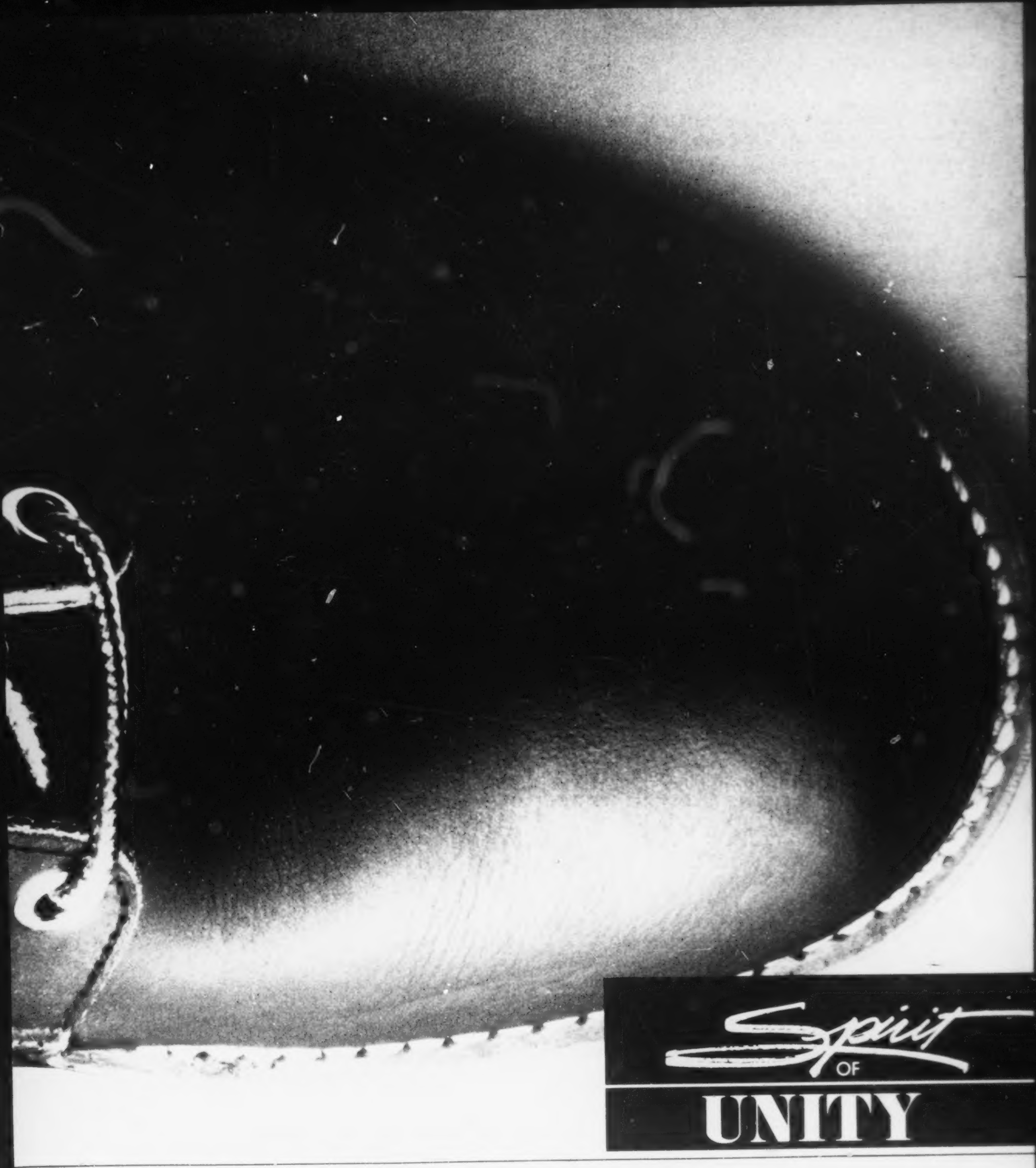
In addition, a community development program was established in 1987, the state development was expanded to provide additional services, and there was a doubling of promotional and advertising efforts last year over the previous year.

South Dakota's chief economic selling points, as stated by Mr. Turbiville, include no corporate income tax, no personal income tax, no personal property tax, no business inventory tax, low workmen's compensation, and low unemployment insurance. ☐

When you contact
industrial developers
listed in

PLANT
LOCATION

tell them
where you saw
their name



YOU'LL GET COOPERATION TOE-TO-TOE.

Ask ALCOA, their $100 million dollar plant modernization program in the Quad Cities, required job rule changes and simplifications. Labor cooperated with management and the largest aluminum rolling plant in the world is becoming even more competitive.

Ask Servus Rubber. Labor and management have worked together over the last five years, turning a once faltering rubber footwear producer into a market share leader.

Ask other famous brand names in the Quad Cities including: Oscar Mayer, Pillsbury, Ralston Purina and many new comers. They've found skilled, intelligent people with a cooperative attitude working together for everyone's benefit.

7.

There is a spirit of unity in the Quad Cities. You see it in labor working with management; state and local government working with businesses. We find working together works!

Unity has many benefits. If you're looking for a site that's economical, "right in the middle of things" with a positive labor climate, just call Dick Weeks at 1 800 255 2255, Ext. 7436.

Quad City Development Group
406 1st National Bank Building
Quad Cities, Iowa Illinois 61201 8717

Joined by a River

Circle 54 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Grant/loans for econ. dev.
- Highway improvement fund for econ. dev. (RISE through IA D.O.T.)
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for co. headquarter facilities
- Aid for job training
- Loans through Iowa Bus. Dev. Credit Corp. and Iowa Bus. Growth Co.
- Venture capital through Iowa Prod. Dev. Corp. & InvestAmerica

Tax rates:

Corporate income tax ....6-12% Iowa sales only 50% of federal tax paid is exempt from corporate income tax from sales outside Iowa. Iowa has adopted the Federal Accelerated Cost Recovery System.

Personal income tax ....4%-9.9%, indexed for inflation

Sales tax 4%

Incorporation tax ....6%-12% of profits on portion of sales originating in IA

Advanced education facilities:

State universities	3
Private colleges	27
Area vocational & community colleges	15
Four-year colleges & universities	40
Two-year or junior colleges	16
Vocational & business schools	NA

Medical facilities:

Hospitals	139
Clinics	NA

Labor analysis:

Civilian labor force	1,423,800
High-school grads (25-64 yrs old)	85.7%
Mfg. workers in unions	28.2%

For additional labor market information, contact Dept. of Employment Service, 200 E. Grand Ave., Des Moines, IA 50309, 515/281-5387

Environment controls:

Air & water pollution: Larry Wilson, Director, Dept. of Natural Resources, Wallace State Office Bldg., Des Moines, IA 50319, 515/281-8691

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
IOWA	2,913.4	2,909.5
Ames	45.8	46.1
Bettendorf	27.4	NA
Burlington	29.5	NA
Cedar Falls	36.3	33.7
Cedar Rapids	110.2	110.0
Clinton	32.8	NA
Council Bluffs	56.4	56.8
Davenport	103.3	103.9
Des Moines	191.0	193.8
Dubuque	62.3	60.1
Fort Dodge	29.4	NA
Iowa City	50.5	52.3
Marshalltown	26.9	NA
Mason City	30.1	NA
Ottumwa	27.4	NA
Sioux City	82.0	80.6
Waterloo	76.0	70.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Cedar Rapids	169.8	172.2
Davenport-Rock Island, Moline, IA/IL	384.0	386.0
Des Moines	368.0	386.0
Dubuque	93.7	91.6
Iowa City	- 81.7	86.9
Omaha, NE/IA	585.0	616.9
Sioux City, IA/NE	117.5	117.7
Waterloo-Cedar Falls	162.8	154.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA	216.8	42.5	10.64
Cedar Rapids	22.9	41.0	11.83
Des Moines	23.3	42.6	11.58
Sioux City	9.1	48.9	8.05

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IOWA	1,425.1	68.4	4.8
Cedar Rapids	87.4	4.1	4.7
Des Moines	216.2	9.0	4.2
Dubuque	43.7	2.3	5.2
Iowa City	57.7	1.1	1.9
Sioux City	57.6	3.3	5.8
Waterloo-Cedar Falls	68.1	4.6	6.8

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.3	39.9	10.80
MANUFACTURING	204.9	40.2	10.32
DURABLE GOODS	117.7	40.6	10.72
Lumber & furniture-SIC 24	8.9	37.7	8.78
Stone, clay & glass-SIC 32	4.4	43.2	9.93
Primary metal industries-SIC 33	7.4	43.1	11.69
Fabricated metal products-SIC 34	15.5	40.3	8.99
Machinery, except electrical-SIC 35	42.6	40.7	12.83
Electrical & electronic equip.-SIC 36	20.2	39.6	10.39
Transportation equipment-SIC 37	9.1	40.0	8.13

Area Wage Survey

Average straight-time hourly earnings

	Davenport Rock Island, Moline, IA/IL 2/86
Office, professional, & technical	
Payroll clerks	$ 9.36
Accounting clerks	8.81
File clerks	5.32
Typists	9.28
Key entry operators	9.28
Secretaries	11.66
Stenographers	NA
Switchbd opr-recept's	6.27
Word processors	7.25
Drafters	11.80
Electronics technicians	12.79
Computer operators	10.89
Computer programmers	12.34
Computor systems analysts	16.03
Maintenance & powerplant	
Carpenters	14.37
Electricians	14.92
Engineers, stationary	14.89
Machinists	14.27
Mechanics (machinery)	14.11
Tool & die makers	15.82
Custodial & material movement	
Guards	12.49
Janitors, porters & cleaners	7.65
Laborers, mat'l handling	11.27
Shippers & receivers	NA
Truckdrivers	12.61
Forklift operators	11.79

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ames	17	74	6874	792
Cedar Rapids	19	74	6671	828
Clinton	20	74	6482	872
Des Moines	19	76	6554	1019
Dubuque	16	72	7375	580
Fort Dodge	16	74	7175	785
Iowa City	20	75	6376	968
Marshalltown	17	74	7013	761
Mason City	13	72	7666	655
Sioux City	16	76	6947	940
Waterloo	14	73	7537	667

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	45	4,000
Portland	1,800	88,900
Clays	437	1,771
Gem stones	NA	W
Gypsum	1,814	14,151
Peat	12	485
Sand & gravel (construction)	13,100	34,500
Stone (crushed)	23,500	98,500
Combined value of other nonmetals		5,028
Total 1986 (preliminary)		247,335

* thousand short tons
W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ames 2 (Des Moines)
Bettendorf 1, 8 (Moline, IL)
Burlington 1, 14, 26
Cedar Falls 2, 3 (Waterloo)
Cedar Rapids 2, 3, 12-15, 18, 22, 23, 27-29
Clinton 1, 2, 8, 24
Council Bluffs 1-5, 8, 9 (Omaha, NE)
Davenport 1, 4, 8 (Moline, IL)
Des Moines 1, 2, 4, 7, 10, 12, 13, 15, 17-19, 22, 23, 27, 28
Dubuque 1, 3, 8, 11, 15, 18, 20, 21
Fort Dodge 2, 3, 16, 17, 23
Iowa City 1, 4, 8 (Cedar Rapids)
Marshalltown 2 (Des Moines)
Mason City 2, 8, 16, 23
Ottumwa 1, 8, 17
Sioux City 1-3, 12, 15, 16, 23, 27, 28
Waterloo 2, 3, 11, 15, 17, 20, 23, 25, 27

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Chicago Central & Pacific Railroad
4. Iowa Interstate R.R. Ltd.
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Soo Line Railroad
9. Union Pacific Railroad

Airlines

10. American
11. American Eagle
12. America West
13. Continental
14. Continental Express-Britt North
15. Eastern Express-Air Midwest
16. Express Airlines
17. Great Lakes Aviation
18. Iowa Airways
19. Midway Airlines Inc.
20. Midway Connection-Iowa Airways
21. Midwest Aviation
22. Northwest
23. Northwest Airlink
24. Propheter Aviation
25. Trans World Express-Air Midwest
26. Trans World Express-Resort Air
27. TWA
28. United
29. United Express-Air Wisconsin

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ames — 1e, 4g
Bettendorf — 6eg
Burlington — 9eg
Cedar Falls — 2eg
Cedar Rapids — 4e, 6g
Clinton — 3eg
Council Bluffs — 7e, 10g
Davenport — 6eg
Des Moines — 7e, 5g
Dubuque — 3e, 10g
Fort Dodge — 6eg
Iowa City — 6eg
Marshalltown — 4eg
Mason City — 3eg
Ottumwa — 9e, 6g
Sioux City — 8eg
Waterloo — 8eg, 11g

1. Ames Electric System
   Municipal Bldg., Ames 50010
2. Cedar Falls Utilities
   612 E. 12th St., Box 769, Cedar Falls 50613
3. Interstate Power Co.
   1000 Main St., Box 769, Dubuque 52004-0769
4. Iowa Elec. Light & Power Co., (IE Industries, Inc.)
   Tower, 200 1st St. S.E., Cedar Rapids 52401
5. Iowa Gas Co.
   P.O. Box 10410, Des Moines 50306
6. Iowa-Illinois Gas & Electric Co.
   206 E. 2nd St., Box 4350, Davenport 52808
7. Iowa Power & Light Co.
   666 Grand Ave., Box 657, Des Moines 50303
8. Iowa Public Service Co.
   401 Douglas St., Box 778, Sioux City 51102
9. Iowa Southern Utilities Co.
   300 E. Sheridan Ave., Centerville 52544
10. Peoples Natural Gas Co.
    25 Main Pl., Council Bluffs 51501
11. Waterloo Municipal Gas System
    104 W. 4th St., Waterloo 62298

Utilities serving cities under 25,000:

Central Iowa Power Co-op
Richard Arnold, Gen. Mgr.
P.O. Box 2517, Cedar Rapids 52406
319/366-8011

L & O Power Co-op
Willis Jongerius, Mgr.
315 First Ave., Rock Rapids 51246
712/472-2531

Northwest Iowa Co-op
Philip A. Hauan, Mgr.
P.O. Box 240, LeMars 51031
712/546-4141

LOOKING AT THE MIDWEST?

Get quick answers on Southern Iowa:

☐ Available Buildings
☐ Industrial Sites
☐ Labor force & population
☐ Financial Incentives
☐ Wage Studies (Southern Iowa)
☐ Utility Rates
☐ Transportation
☐ Taxes

CALL: 515/437-4400

Ron Padavich, Mgr. Area Development, Iowa Southern Utilities Co.
300 Sheridan Avenue, Centerville, Iowa 52544

Circle 55 on Brochure Service Card

DEVELOPMENT COUNSELORS:

State Development Agency

Henningsen, Bob, Bureau Chief
National Marketing
Iowa Dept. of Econ. Dev.
200 E. Grand Ave.
Des Moines, 50309
515/281-5376

Areas & Others

Burlington
Fulknier, Clayton W. III, CEO, Exec. Dir.
Burlington Area Dev. Corp. (BADCO)
P.O. Box 1024, 52601
319/752-2320

Centerville
Padavich, Ron, Area Dev. Mgr.
Iowa Southern Utilities Co.
300 Sheridan Ave., 52544
515/437-4400

Clinton
Lamont, Hugh G., V.P.
Clinton Area Dev. Corp.
209 Wilson Bldg.
P.O. Drawer 229, 52732-0229
319/242-4536

Des Moines
Owens, Gary, Dir. Econ. Dev.
Iowa Power
P.O. Box 657, 50303
515/281-2329

Rock Island
Gibeault, Donald, V.P., Mktg.
Quad-City Development Group
406 First National Bank Bldg., 61201
319/326-1005

Sioux City
Horrell, Jr., Les L., Pres.
Sioux City Chamber of Comm.
101 Pierce St., 51101
712/255-7903

Storm Lake
Rodeen, John K., Pres.
Buena Vista Ind. Corp.
P.O. Box, 224
501 Seneca, 50588
712/732-4563

West Des Moines
Bailey, Jack, Dir.
Iowa Area Dev. Group
2700 Westown Pkwy. #323, 50265
515/223-4817

STATE INFORMATION:

Financial assistance to industry:
- Right-to-work law
- IRBs for land, buildings, & equip.
- Industrial job training program
- Inventory, property, & sales tax exemptions
- Income tax credits (jobs & investment)
- Enterprise zone incentives (jobs & investment)
- Foreign trade zone
- Research & development credits
- Property tax exemptions
- Venture capital invest. tax credits

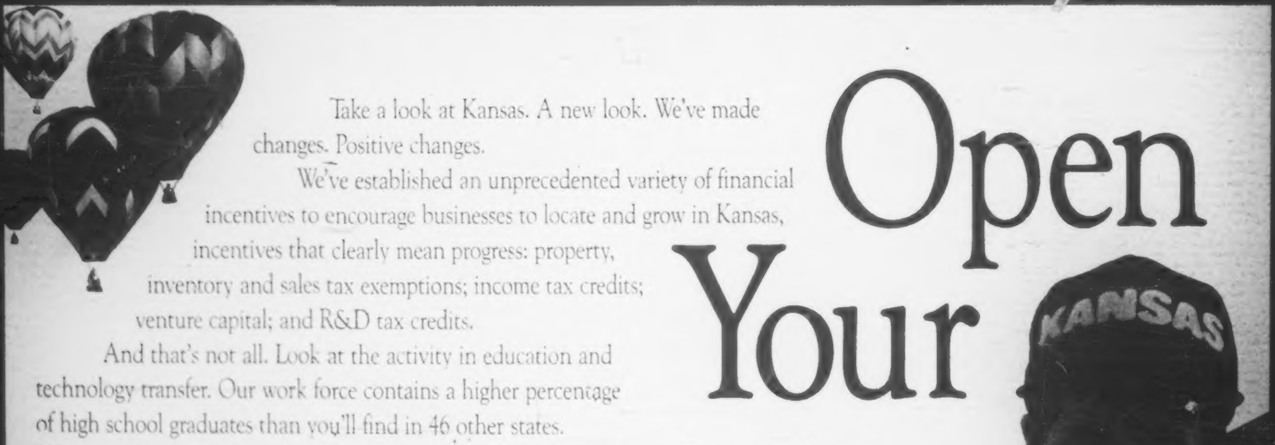
Financial incentives:
- Economic Dev. Bonds
- State Finance Authority
- Grants/loans
- Tax increment financing
- Risk capital
- Venture capital
- Seed capital
- Research grants
- Training grants

Tax rates:

Corporate income tax	4.5% plus 2.25% surtax on net income in excess of $25,000
Personal income tax	2%-9%
Sales tax	4%
Incorporation tax	$75 fee for domestic corps.; $95 fee for foreign corps.
Franchise tax	$20-$2,500
Gasoline tax	$.11/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	22
Vocational & technical schools	17



Take a look at Kansas. A new look. We've made changes. Positive changes.

We've established an unprecedented variety of financial incentives to encourage businesses to locate and grow in Kansas, incentives that clearly mean progress: property, inventory and sales tax exemptions; income tax credits; venture capital; and R&D tax credits.

And that's not all. Look at the activity in education and technology transfer. Our work force contains a higher percentage of high school graduates than you'll find in 46 other states. Kansas ranks among the nation's leaders in college entrance test scores. Cooperation between the public and private sectors to stimulate technological advancement is at a high. And the recently formed Kansas Technology Enterprise Corporation is working directly with State Centers of Excellence to provide industry with the benefits of university research.

Medical facilities:	
Hospitals	166
Clinics	NA

Labor analysis:	
Civilian labor force	1,240,279
High school graduates	25,587

For additional labor market information, contact Lou Atherton, Dir., Industrial Development Division, Kansas Dept. of Commerce, 400 West 8th St., Ste. 500, Topeka, KS 66603-3957, 913/296-3483, Telex 4931494 KS

Environment controls:

Air & water pollution: Sharad Bhatia, Dir., Environ. Div., Dept. of Health & Environ., Bldg. 740, Forbes Field, Topeka, KS 66620, 913/296-1500

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
KANSAS	2,363.2	2,483.9
Emporia	25.3	NA
Hutchinson	40.3	41.9
Kansas City	161.1	162.0
Lawrence	52.7	56.8
Leavenworth	33.7	35.8
Manhattan	32.6	NA
Olathe	37.3	50.8
Overland Park	81.8	93.7
Salina	41.8	43.4
Shawnee	29.7	NA
Topeka	115.3	119.9
Wichita	279.3	289.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Kansas City, MO/KS	1,433.0	1,525.0
Lawrence	67.6	72.7
Topeka	154.9	160.7
Wichita	411.3	469.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS		
180.1	41.0	10.05
Topeka		
8.8	42.3	11.61
Wichita		
59.5	41.0	10.91

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
KANSAS		
1,244.6	53.7	4.3
Lawrence		
39.3	1.3	3.3
Topeka		
88.1	4.0	4.5
Wichita		
233.0	10.3	4.4

*preliminary figures

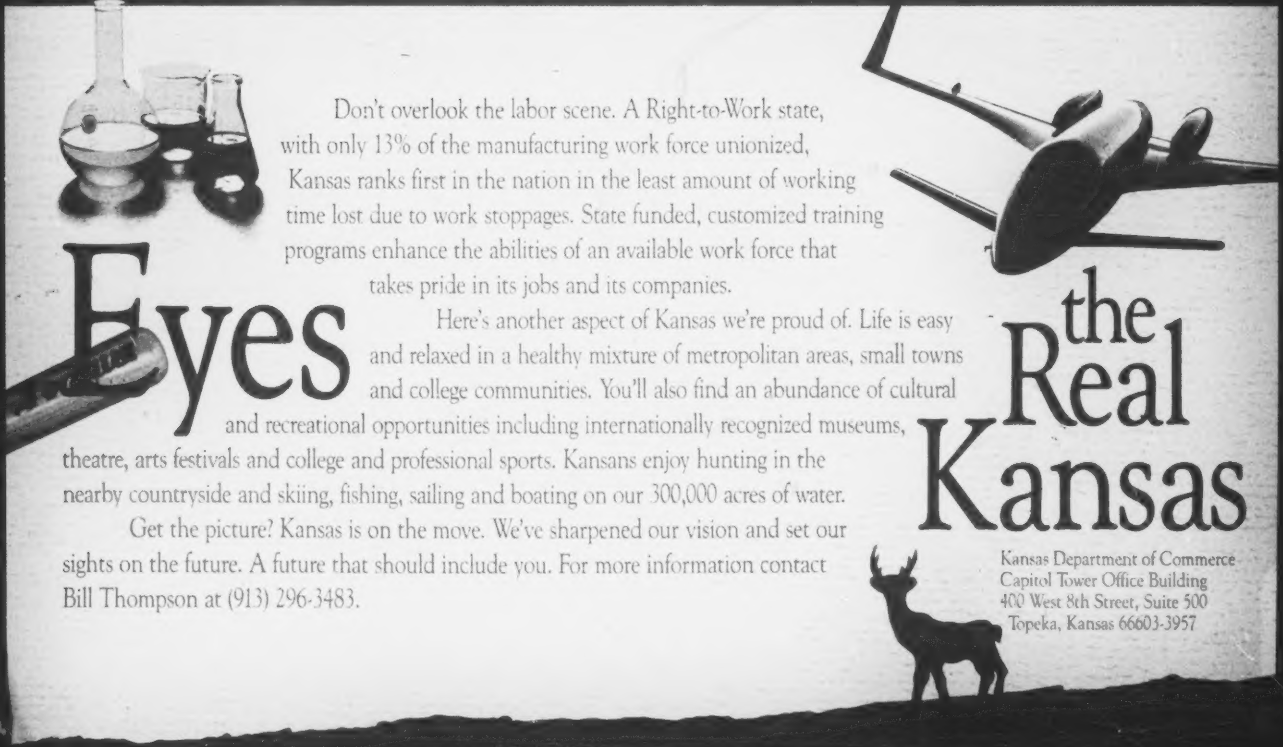
Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
43.9	NA	NA
MANUFACTURING		
174.3	39.5	9.46
DURABLE GOODS		
102.5	38.8	9.53
Stone, clay, & glass prods.-SIC 32		
7.0	NA	NA
Primary metal industries-SIC 33		
3.0	NA	NA
Fabricated metal products-SIC 34		
11.3	38.6	7.74
Machinery-SIC 35		
27.2	39.9	8.98
Transportation equipment-SIC 37		
43.5	38.4	10.87

Area Wage Survey

Average straight-time hourly earnings

	Wichita 4/86	Kansas City MO/KS 9/86
Office, professional & technical		
Payroll clerks $	7.48	8.36
Accounting clerks	8.10	8.00
File clerks	6.06	5.78
Typists	7.13	6.50



Don't overlook the labor scene. A Right-to-Work state, with only 13% of the manufacturing work force unionized, Kansas ranks first in the nation in the least amount of working time lost due to work stoppages. State funded, customized training programs enhance the abilities of an available work force that takes pride in its jobs and its companies.

Here's another aspect of Kansas we're proud of. Life is easy and relaxed in a healthy mixture of metropolitan areas, small towns and college communities. You'll also find an abundance of cultural and recreational opportunities including internationally recognized museums, theatre, arts festivals and college and professional sports. Kansans enjoy hunting in the nearby countryside and skiing, fishing, sailing and boating on our 300,000 acres of water.

Get the picture? Kansas is on the move. We've sharpened our vision and set our sights on the future. A future that should include you. For more information contact Bill Thompson at (913) 296-3483.

Kansas Department of Commerce
Capitol Tower Office Building
400 West 8th Street, Suite 500
Topeka, Kansas 66603-3957

Circle 56 on Brochure Service Card

Share the Vision KANSAS!

Former NASA astronaut Joe Engle is proud of the fact that he was born, raised and educated in Kansas. He's committed to our state's future. Joe enjoys spending time with young Kansans. Sharing experiences. Offering encouragement. Teaching.

SO GO AHEAD, PICK OUR BRAINS — NASA DID

- Our workforce contains a higher percentage of high school graduates than you'll find in 46 other states.
- A right-to-work state, Kansas is ranked #1 in the region for available skilled workers.
- College-bound Kansans perform better on the SAT test than do students in 45 other states.
- Our state surpasses the national and regional average in the number of college-educated adults.

Brig. Gen. Joe Engle, Kansas Air National Guard, NASA astronaut.

All the good things about our state are nowhere more evident than in southeast and south central Kansas...

MAXIMUM BRAIN POWER... 50% OFF ELECTRIC POWER

As this area's major electric utility, we provide reliable, abundant power. Locating a new plant here can earn your company a 50% discount on the demand portion of your electric bill.

For confidential assistance contact Bill Underkofler, Manager Area Development, KG&E, The Electric Company, Box 208, Wichita, KS 67201. Call 1-800-527-2495. In Kansas call 316-261-6986.

KGE THE ELECTRIC COMPANY

Circle 9 on Brochure Service Card

Key entry operators	7.49	7.43
Secretaries	9.93	9.24
Stenographers	NA	10.30
Switchbd opr-recept's	5.56	6.35
Wordprocessors	7.94	7.87
Drafters	11.55	10.76
Electronic technicians	13.11	13.81
Computer operators	9.26	9.59
Computer programmers	11.56	13.25
Computer systems analysts	15.16	15.44
Maintenance & powerplant		
Carpenters	NA	12.76
Electricians	13.62	14.16
Engineers, stationary	12.66	13.79
Machinists	NA	14.96
Mechanics (machinery)	11.49	12.44
Tool & die makers	13.60	14.67
Custodial & material movement		
Guards	6.28	5.42
Janitors, porters, & cleaners	9.41	5.62
Laborers, material handling	6.51	10.00
Shippers & receivers	8.45	9.70
Truckdrivers	9.08	11.92
Forklift operators	NA	10.89

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lawrence	28	80	4819	1583
Leavenworth	27	79	5184	1355
Manhattan	27	80	5119	1525
Salina	27	81	5187	1566
Topeka	26	79	5319	1380
Wichita	30	81	4787	1684

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	55	3,700
Portland	1,700	94,600
Clays	854	5,159
Gem stones	NA	W
Salt (excl. brine)	1,675	71,713
Sand & gravel:		
Construction	12,000	26,300
Industrial	130	1,100
Stone (crushed)	16,000	57,500
Combined value of gypsum, helium (crude and Grade-A), pumice, salt (brine), stone (dimension), and value indicated by symbol W		59,989
Total 1986 (preliminary)		320,061

* thousand short tons except as noted

W withheld to avoid disclosing company propriety data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Emporia — 5eg
Hutchinson — 5eg, 1g
Kansas City — 2e, 5g
Lawrence — 5e
Leavenworth — 5eg, 7g
Manhattan — 5eg
Olathe — 3e, 5e, 7g
Overland Park — 3e, 5g, 7g
Salina — 5eg
Shawnee — 3e, 5eg
Topeka — 5eg
Wichita — 1g, 4e, 5g

1. Arkansas Louisiana Gas Co.
   206 N. Hudson, Ste. 500, P.O. Box 839, Altus, OK 73522
2. Kansas City Bd. of Pub. Utilities
   700 Minnesota Ave., Kansas City 66101
3. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City, MO 64105
4. Kansas Gas and Electric Co.
   201 N. Market St., Box 208, Wichita 67201
5. Kansas Power & Light Co.
   818 Kansas Ave., (Box 889) Topeka 66612 (66601)
6. Kansas Public Service Co.
   110 E. 9th, Lawrence 66044
7. Union Gas System, Inc.
   122 W. Myrtle, Independence 67301

Utilities serving cities under 25,000:

Kansas Elec. Power Co-op
Charles Ross, Exec. V.P.
P.O. Box 4877, Topeka 66604
913/273-7010

Sunflower Elec. Co-op, Inc.
Steven W. Thompson, Gen. Mgr.
P.O. Box 980, Hays 67601
913/628-2845

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1, 8-10
Kansas City 1-9 (Kansas City, MO)
Lawrence 1, 9 (Topeka)
Leavenworth 1-3, 9 (Kansas City, MO)
Manhattan 9, 14, 17
Olathe 1, 2 (Kansas City, MO)
Overland Park (Kansas City, MO)
Salina 1, 6, 9, 13, 17
Shawnee (Kansas City, MO)
Topeka 1, 6, 8, 9, 13, 14, 17, 20
Wichita 1, 2, 6, 9-12, 15-21

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Illinois Central Gulf Railroad
5. Kansas City Southern Railway Co.
6. Missouri-Kansas-Texas (Oklahoma-Kansas-Texas)
7. Norfolk Southern Corp.
8. St. Louis Southwestern Railway Co.
9. Union Pacific Railroad

Airlines

10. Air Midwest
11. American
12. America West
13. Braniff Express-Capitol Air Service
14. Capitol Air Service
15. Continental
16. Eastern
17. Eastern Express-Air Midwest
18. Northwest
19. TWA
20. United
21. USAir

DEVELOPMENT COUNSELORS:

State Development Agency

Atherton, Lou, Dir.
Ind. Dev. Div.
Kansas Dept. of Commmerce
400 W. Eighth St., Ste. 500
Topeka, 66603-3957
913/296-3483

Areas & Others

Coffeyville
Rockwell, Steve W., C.I.D., Exec. V.P.
Montgomery Cty. Action Council, Inc.
P.O. Box 479, 67337
316/251-5312

Concordia
Miller, Gene, Econ. Dev. Dir.
Cloud Cty./Concordia
City Hall, 66901
913/243-7864

Great Bend
Lyon, Leroy E., Exec. Dir.
Mid-Kansas Econ. Dev. Cmsn.
2015 Lankin, 67530
316/792-1375

Salina
Cook, Robert G., C.I.D., Pres.
Salina Area Chamber of Comm.
120 W. Ash, 67401
913/827-9301

Topeka
Imming, Christopher J., Assoc. Dir.
City of Topeka
820 Quincy, Ste. 501, 66612
913/234-0072
Weinmeister, Rod, Dir.
Kansas Power & Light Co.
818 Kansas Ave,
P.O. Box 889, 66601
913/296-6473

Wichita
Alumbaugh, Jack E., Exec. Dir.
S. Central Kans. Econ. Dev. Dist., Inc.
River Park Pl., Ste. 565
727 N. Waco, 67203
316/262-5246
Underkofler, Bill, Area Dev. Mgr.
Kansas Gas & Electric Co.
P.O. Box 208, 67201
316/261-6986
Wynn, Marvin L., C.I.D., Sr. V.P.
Wichita Area Chamber of Commerce
350 W. Douglas, 67602
316/265-7771

MINNESOTA

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Small business loans
- Industrial development bonds
- Aid for job training
- Free trade zone
- Energy development loans
- Agricultural resources loans

Tax rates:

Corporate income tax 6%-9.5%
Personal income tax 6%-8%
Sales tax.......... 6% on selected items; 4% on capital equip. for new & expanding businesses
Incorp. tax ....$75 filing fee for Minn. Corp.; $170 filing fee for non-Minn. corp.
Franchise tax ....none
Inventory tax ....none
Gasoline tax .... $.17/gal.

Advanced education facilities:

Four-year colleges & universities 35
Two-year colleges 24
Vocational/technical institutes 33

Medical facilities:

Hospitals 189
Clinics.............................. 800 (approx.)
Source: MN Medical Association

Labor analysis:

Civilian labor force.................2,238,053
High-school grads......... 73.1% of pop.

For additional labor market information, contact Dept. of Jobs & Training, 390 N. Robert St., St. Paul, MN 55101, 612/296-6791

Environment controls:

Air & water pollution: Thomas Kalitowski, Exec. Dir., Minn. Pollution Control Agency, 1935 WS County Rd., B-2, St. Paul, MN 55113, 612/296-7373

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MINNESOTA	4,007.1	4,292.7
Blaine	28.6	NA
Bloomington	81.8	89.4
Brooklyn Center	31.2	NA
Brooklyn Park	43.3	53.0
Burnsville	35.7	NA
Coon Rapids	35.8	NA
Crystal	25.5	NA
Duluth	92.8	86.0
Edina	46.1	48.9
Fridley	30.2	NA
Mankato	28.7	NA
Maplewood	27.0	NA
Minneapolis	371.0	378.1
Minnetonka	38.7	NA
Moorhead	30.0	29.4
Plymouth	31.6	NA
Richfield	37.9	NA
Rochester	57.9	59.1
Roseville	35.8	NA
St. Cloud	42.6	42.9
St. Louis Park	42.9	44.4
St. Paul	270.2	276.5
Winona	25.1	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Duluth, MN/WI	266.7	253.9
Fargo-Moorhead, ND/MN	137.6	150.0
Minneapolis-St. Paul, MN/WI	2,137.0	2,323.3
Rochester	92.0	97.9
St. Cloud	163.3	179.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA	377.0	41.2	10.48
Duluth	7.4	38.0	10.90
Minneapolis-St. Paul	253.5	41.5	11.15
St. Cloud	11.8	39.1	9.44

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MINNESOTA	2,253.8	103.5	4.9
Duluth	102.2	7.9	8.1
Minneapolis-St. Paul	1,337.5	55.7	4.4
Rochester	58.1	1.9	4.2
St. Cloud	93.2	4.4	5.2

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	71.0	NA	NA
MANUFACTURING	374.9	40.3	10.05
DURABLE GOODS	225.6	41.1	10.24
Lumber & furniture-SIC 24	16.8	40.0	10.93
Stone, clay, & glass prods.-SIC 32	7.7	37.0	10.39
Primary metal industries-SIC 33	6.2	42.8	9.27
Fabricated metal products-SIC 34	35.7	41.5	11.09
Machinery, except electrical-SIC 35	89.9	42.3	10.69
Electrical & electronic equip.-SIC 36	28.3	39.7	7.90
Transportation equipment-SIC 37	7.4	42.8	11.66
Instruments & misc. mfg.-SIC 38	33.5	40.7	9.72

Area Wage Survey

Average straight-time hourly earnings

	Minneapolis-St. Paul, MN/WI 1/86
Office, professional, & technical	
Payroll clerks	$ 8.30
Accounting clerks	7.61
File clerks	5.44
Typists	6.41
Key entry operators	7.11
Secretaries	9.15
Stenographers	9.72
Switchbd opr-receptionists	6.74
Word processors	7.95
Drafters	10.75
Electronics technicians	12.31
Computer operators	9.00
Computer programmers	12.50
Computer systems analysts	16.14
Maintenance & powerplant	
Carpenters	14.30
Electricians	15.61
Engineers, stationary	13.07
Machinists	14.57
Mechanics (machinery)	12.52
Tool & die makers	14.58
Custodial & material movement	
Guards	5.97
Janitors, porters & cleaners	6.38
Laborers, material handling	10.39
Shippers & receivers	9.35
Truckdrivers	12.86
Forklift operators	11.52

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Austin	12	71	7980	536
Duluth	6	65	9901	150
Rochester	11	71	8277	479
St. Cloud	7	70	8965	397
Winona	13	73	7819	653

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	W	W
Iron ore (usable)—thou. long tons, gross wt.	28,000	1,136,000
Peat	W	W
Sand & gravel:		
Construction	22,900	48,900
Industrial	700	10,500
Stone:		
Crushed	8,300	26,300
Dimension	28	10,507
Combined value of clays, lime, and value indicated by symbol W		14,060
Total 1986 (preliminary)		1,246,267

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designated agencies listed below. Nearest airports shown in parentheses. (M) = Minneapolis/St. Paul.

Blaine (M)
Bloomington 6 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 2 (M)
Coon Rapids (M)
Crystal 6 (M)
Duluth 1-4, 6, 19, 20
Edina 6 (M)
Fridley 1, 6 (M)
Mankato 10
Maplewood (M)
Minneapolis 1, 2, 5-25
Minnetonka (M)
Moorhead 1 (Fargo, ND)
Plymouth (M)
Richfield 6 (M)
Rochester 2, 19, 20, 23
Roseville 1 (M)
St. Cloud 1 (M)
St. Louis Park 1, 2, 6 (M)
St. Paul 1, 2, 6 (M)
Winona 1, 6 (La Crosse, WI)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Duluth, Missabe & Iron Range Rwy.
4. Duluth, Winnipeg & Pacific Railway
5. Illinois Central Gulf Railroad
6. Soo Line R.R. Co.
7. Wisconsin Central Ltd.

Airlines

8. Air Canada-Air Ontario
9. American
10. Bemidji Airlines
11. Braniff
12. Canadian Airlines Intl. Commuter-Norcanair
13. Continental
14. Delta
15. Eastern
16. Great Lakes Aviation
17. Midway Airlines, Inc.
18. Midwest Aviation
19. Northwest
20. Northwest Airlink
21. Pan American
22. Piedmont
23. TWA
24. United
25. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blaine — 7e(LD), 6g
Bloomington — 7e(NMD), 3g
Brooklyn Center — 7e(NOD), 3g
Brooklyn Park — 7e(NOD), 3g
Burnsville — 7e(NMD), 3g
Coon Rapids — 1e, 7e(NOD), 6g
Crystal — 7e(NOD), 3g
Duluth — 4e, 2g
Edina — 7e(NMD), 3g
Fridley — 7e(NOD), 3g
Mankato — 7e(KD), 3g
Maplewood — 7eg(LD)
Minneapolis — 7e(MSD), 3g
Minnetonka — 7e(MTAD), 3g
Moorhead — 5e, 7eg(FD)
Plymouth — 7e(NOD), 3g
Richfield — 7e(NMD), 3g
Rochester — 9e, 8g
Roseville — 7e(SPD)
St. Cloud — 7eg(NWD)
St. Louis Park — 7e(MSD), 3g
St. Paul — 7eg(SPD)
Winona — 7eg(HD)

1. Anoka Electric Dept.
   2015 1st Ave. N., Anoka 55303
2. Duluth Dept. of Water & Gas
   414 W. 1st St., Duluth 55802
3. Minnegasco. Inc.
   201 S. 7th St., Minneapolis 55402
4. Minnesota Power & Light Co.
   30 W. Superior St., Duluth 55802
5. Moorhead Pub. Serv. Dept.
   P.O. Box 779, Moorhead 56560
6. North Central Public Service Co.
   1080 Montreal Ave., St. Paul 55116
7. Nortnern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis 55401
   (FD) Fargo Div.
   2302 Gt. Northern Dr., Fargo, ND 58108
   (HD) Hiawatha Div.
   5050 Service Dr., Wenoma 55987
   (KD) Keystone Div.
   210 Lime St, Mankato 56001
   (LD) Lakeland Div.
   1700 E. County Rd. E, White Bear Lake 55110
   (MSD) Minneapolis Div
   1518 Chestnut Ave N., Minneapolis 55403
   (MTAD) Minnetonka Div
   5505 Co. Rd. 19, Shorewood 55331
   (NMD) Normandale Div
   5309 W. 70th St., Edina 55435
   (NOD) North Div
   4501-68th Ave. N., Brooklyn Center 55429
   (NWD) Northwest Div
   3515 3rd St. N., St. Cloud 56301
   (SPD) St. Paul Div
   825 Rice St., St. Paul 55117

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8. Peoples Natural Gas Co.
25 Main Pl., Council Bluffs, IA 51501
9. Rochester Public Utility Dept.
506 1st Ave. N.E., Rochester 55903-3613

Utilities serving cities under 25,000:

Cooperative Power Assn.
T. V. Lennick, Mgr.
1415 Lone Oak Rd.
Eden Prairie 55344
612/937-8599

United Power Assn.
Philip O. Martin, Gen. Mgr.
Elk River 55330
612/441-3121

DEVELOPMENT COUNSELORS:

State Development Agency

De La Vega, Robert, Asst. Cmsr.
Econ. Dev.
Minn. Dept. of Energy & Econ. Dev.
900 American Center Bldg.
St. Paul, 55101
612/296-3976

Areas & Others

Duluth
Wennberg, Wendy, Bus. Developer
Off. of Bus. Dev., City of Duluth
Room 400, 55802
218/723-3703

Mankato
Forsythe, Larry P., Dir. Econ. Dev.
City of Mankato
202 E. Jackson St., 56001
507/625-3161

Minneapolis
Threlkeld, Mark D., Econ. Dev. Mgr.
Gtr. Minneapolis Chamber of Comm.
15 S. Fifth St., 55402
612/370-9154

Duckor, Anita, Mgr. Econ. Dev.
Northern States Power Co.
414 Nicollet Mall, 55401
612/330-6724

Rochester
Johnson, Larry, Admin. Econ. Dev.
Southern MN Municipal Power Agency
500 First Ave., S.W., 55902-3303
507/285-0478

St. Paul
Terrell, James E., Asst. Dir. Ind. Dev.
St. Paul Port Authority
1900 Amhoist Tower
345 St. Peter St., 55102
612/224-5686

Wilmar
Larson, Lee, CID, CED
Econ./Community Dev. Specialist
Mid-Minn. Dev. Cmsn.
333 West 6th St., 56201
612/235-8504

MISSOURI

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives, including jobs/investment tax credits for new & expanding business
- Tax-exempt bonds for manufacturers, buildings, land, & equipment, as well as for pollution control equipment
- Special financing & taxation incentives for companies expanding in certain areas, including enterprise zones
- Aid for job training and hiring
- Freeport law
- Tax-exempt inventories
- Economic Development Major Industry Fund program using inactive state funds to back bank loans to industry
- Foreign trade zones located in Kansas City & St. Louis metro. areas
- State loans/loan guarantees
- Grants for research creating new jobs in high technology
- Corporation for Science & Technology and Innovation Centers to encourage development of scientific & technological resources
- Tax-exempt mfg. machinery (sales tax)

Tax rates:

Corporate income tax	5%
Personal income tax	$315 + 6% of excess over $9,000
Property tax	varies locally
Sales tax	4.225%
Franchise tax	1/20 of 1% of company assets over $200,000

Incorporation tax fee:
Domestic — $53 for the first $30,000 or less; over $30,000, $5 for every $10,000 excess
Foreign — same as domestic, plus an additional $10

Inventory tax	exempt
Gasoline tax	$.11/gal.

Advanced education facilities:

Four-year colleges & universities	37
Two-year or junior colleges	21
Public area vocational schools	60
Technical & professional schools	9
Theological schools	14

Medical facilities:

Hospitals	186
Clinics	NA

Labor Analysis:

Civilian labor force	2,529,000 (1986)
High school graduates	50,840 (86-87)

Environment controls:

Solid & hazardous waste, drinking water, land reclamation, air & water pollution: Missouri Div. of Environ. Quality, P.O. Box 176, Jefferson City, MO 65102, 314/751-4810

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MISSOURI	4,917.4	5,149.3
Blue Springs	25.9	NA
Cape Girardeau	34.4	NA
Columbia	62.1	65.6
Florissant	55.4	58.1
Independence	111.8	115.4
Jefferson City	33.6	NA
Joplin	38.9	40.2
Kansas City	448.2	450.6
Kirkwood	28.0	NA
Lee's Summit	28.7	NA
Raytown	31.8	NA
St. Charles	37.4	52.2
St. Joseph	76.7	74.7
St. Louis	453.1	428.9
Springfield	133.1	142.3
University City	42.7	43.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Columbia	100.4	109.1
Joplin	127.5	134.7
Kansas City, MO/KS	1,433.0	1,525.0
St. Joseph	87.9	86.4
St. Louis, MO/IL	2,377.0	2,451.2
Springfield	207.7	228.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI	417.2	41.2	9.80
Kansas City	110.9	41.5	11.12
St. Louis	218.6	41.3	11.60
Springfield	20.4	39.4	8.48

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSOURI	2,599.2	141.7	5.5
Kansas City			

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Please contact me with more information.

Name and Title ____________________

Firm ____________________

Address ____________________

____

Phone ____________________

or Call:
Charles M. Towle, Director of Industrial Development
John A. Campobasso, Assistant Director of Industrial Development
James E. Terrell, Assistant Director of Industrial Development

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(For More Information Contact)

Dan Bollinger Sr.
Executive Director
or
Robert L. Libla Jr.
Economic Developer

Bootheel Regional Planning &
Economic Development Commission
P.O. Box 397
Malden, MO. 63863
314-276-2242

Circle 58 on Brochure Service Card

St. Joseph 41.4	2.8	6.8
St. Louis 1,254.4	77.6	6.1
Springfield 120.9	5.0	4.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	St. Louis MO/IL 3/86	Kansas City MO/KS 9/86
Office, professional, & technical		
Payroll clerks ....$	8.24	8.36
Accounting clerks	7.75	8.00
File clerks.........................	5.06	5.78
Typists	6.82	6.50
Key entry operators	6.36	7.43
Secretaries	9.21	9.24
Stenographers	8.40	10.30
Switchbd opr-recept's.....	6.10	6.35
Word processors	7.37	7.87
Drafters............................	11.33	10.76
Electronics technicians..	14.11	13.81
Computer operators........	9.37	9.59
Computer programmers .	12.73	13.25
Computer systems analysts	17.16	15.44
Maintenance & powerplant		
Carpenters........................	14.06	12.76
Electricians	14.88	14.16
Engineers, stationary... .	13.52	13.79
Machinists........................	15.22	14.96
Mechanics (machinery)...	12.12	12.44
Tool & die makers	15.50	14.67
Custodial & material movement		
Guards	5.30	5.42
Janitors, porters & cleaners	5.20	5.62
Laborers, mat'l hdlg........	11.21	10.00
Shippers & receivers.......	10.19	9.70
Truckdrivers	12.49	11.92
Forklift operators	11.59	10.89

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION 94.8	NA	NA
MANUFACTURING 429.3	40.2	9.56
DURABLE GOODS 244.9	41.0	10.33
Lumber & wood prods.-SIC 24 10.0	38.8	6.18
Furniture & fixtures-SIC 25 10.1	42.9	7.31
Stone, clay, & glass prods.-SIC 32 11.0	41.0	10.40
Primary metal industries-SIC 33 12.8	40.4	10.78
Fabricated metal products-SIC 34 28.8	41.2	9.52
Machinery, except electrical-SIC 35 31.5	40.7	9.97
Electrical & electronic equip.-SIC 36 50.5	40.4	9.36
Transportation equipment-SIC 37 71.1	42.4	13.37
Instruments & related prods.-SIC 38 11.7	39.6	7.45
Misc. mfg. industries-SIC 39 7.3	39.0	6.53

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	W	W
Cement:		
Portland	4,500	200,900
Masonry	175	8,600
Clays (excl. fuller's earth)	1,631	12,467
Copper — metric tons (recov. cont. of ores, etc.)	19,161	28,007
Gem stones	NA	W
Iron ore — thou. long tons	924	W
Lead — metric tons (recov. cont. of ores, etc.)	325,273	157,763
Sand & gravel:		
Construction	8,400	20,600
Industrial	480	6,200
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	1,298	7,007
Stone (crushed)	51,100	167,800
Zinc — metric tons (recov. cont. of ores, etc.)	39,291	30,403
Combined value of clays (fuller's earth), iron oxide pigments (crude), lime, stone (dimension), and values indicated by symbol W		124,748
Total 1986 (preliminary)		764,495

* thousand short tons except as noted
W withheld to avoid disclosing company propriety data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Columbia	28	78	5206	1269
Jefferson City	30	78	4897	1330
Joplin	33	80	4321	1628
Kansas City	26	79	5283	1333
Saint Charles	29	78	4949	1412
St. Joseph	25	79	5453	1347
St. Louis	29	79	4938	1468
Springfield	32	78	4660	1374

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Blue Springs (Kansas City)
Cape Girardeau 2, 16, 32, 36
Columbia 11, 23, 32, 37
Florissant (St. Louis)
Independence 16 (Kansas City)
Jefferson City 16, 23, 32, 37
Joplin 8, 16, 28, 32, 37
Kansas City 1-3, 6, 8, 10-13, 16, 18, 21-25, 27, 28, 30. 31, 35, 38-40
Kirkwood 2, 16 (St. Louis)
Lee's Summitt 16 (Kansas City)
Raytown 12 (Kansas City)
St. Charles 11 (St. Louis)
St. Joseph 1, 2, 3, 16 (Kansas City)
St. Louis 2-5, 7, 9-12, 14-16, 18, 21, 24-27, 29, 31, 33-40

Springfield 2, 16, 17, 19, 20, 24, 28, 32, 37, 38
University City 15 (St. Louis)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Conrail
5. CSX Transportation, Inc.
6. Denver & Rio Grande Western R.R.
7. Illinois Central Gulf R.R. Co.
8. Kansas City Southern Railway Co.
9. Missouri-Kansas-Texas R.R. Co.
10. Norfolk Southern Corp.
11. Norfolk and Western Railway
12. St. Louis Southwestern Railway Co.
13. Soo Line Railroad
14. Southern Railway
15. Terminal R.R. Assn. of St. Louis
16. Union Pacific Railroad

Airlines

17. Air Midwest
18. American
19. American Eagle
20. America West
21. Braniff
22. Braniff Express-Capitol Air Service
23. Braniff Express-Midcontinent Airlines
24. Continental
25. Delta
26. Delta Connection-Comair
27. Eastern
28. Eastern Express-Air Midwest
29. Exec Express
30. Midway Airlines, Inc.
31. Northwest
32. Northwest Airlink
33. Piedmont
34. Prime Air
35. Southwest Airlines
36. Trans World Express-Air Midwest
37. Trans World Express-Resort Air
38. TWA
39. United
40. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blue Springs — 4e, 8e, 6g
Cape Girardeau — 11eg
Columbia — 1e, 11g
Florissant — 11e, 7g
Independence — 3e, 4e, 6g
Jefferson City — 11eg
Joplin — 2e, 6g
Kansas City — 4e, 8e, 6g
Kirkwood — 5e, 11e, 7g
Lee's Summit — 8e, 6g
Raytown — 4e, 8e, 6g
St. Charles — 11e
St. Joseph — 9e, 6g
St. Louis — 11e, 7g
Springfield — 10eg
University City — 11e, 7g

1. Columbia Water and Lt. Dept.
   7th & Broadway, Box N, Columbia 65205
2. Empire Dist. Electric Co.
   P.O. Box 127, Joplin 64802
3. Independence Power & Lt. Dept.
   21500 E. Truman Rd., Independence 64056
4. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City 64105
5. Kirkwood Electric Light Dept.
   212 S. Taylor Ave., Kirkwood 63122
6. Kansas Power & Light Co.,
   818 Kansas Ave., Box 889, Topeka 66601
7. Laclede Gas Co.
   720 Olive St., St. Louis 63101
8. Missouri Public Service Co.
   (Utilicorp United, Inc.)
   10700 E. M350 Hwy., Kansas City 64138
9. St. Joseph Light & Power Co.
   520 Francis St., St. Joseph 64502
10. Springfield City Utilities
    301 E. Central, JS Box 551,
    Springfield 65801
11. Union Electric Co.
    1901 Gratiot St., St. Louis 63166

Utilities serving cities under 25,000:

Associated Elec.Co-op, Inc.
Gerald F. Diddle, Mgr.
P.O. Box 754
Springfield 65801
417/881-1204

Central Electric Power Co-op
Carl M. Herren, Mgr.
P.O. Box 269
Jefferson City 65101
314/634-2454

M&A Elec. Power Co-op
Robert E. Stagner, Mgr.
P.O. Box 670
Poplar Bluff 63901
314/785-9651

Northeast Missouri Elec. Power Co-op
Robert E. Shaw, Gen. Mgr.
P.O. Box 191, Palmyra 63461
314/769-2107

N.W. Elec. Power Co-op, Inc.
Richard W. Foster, Mgr.
P.O. 312, Cameron 64429
816/632-2121

Sho-Me Power Corp.
John K. Davis, Mgr.
P.O. Box D, Marshfield 65706
417/468-2615

DEVELOPMENT COUNSELORS:

State Development Agency

Koupal, Carl, Dir.
Missouri Dept. of Econ. Dev.
301 W. High St.
Thuman State Office Bldg.
Jefferson City, MO 65101
314/751-3946

Areas & Others

Cameron
Keith, Gilbert, C.I.D., Dir., Econ. Dev.
NW Electric Power Coop.
P.O. Box 312
Bus. Hwy. 36 W., 64429
816/632-2121

Chillicothe
Hall, William, C.I.D., Exec. V.P.
Chillicothe Ind. Dev. Corp.

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TOM TUCKER
P. O. BOX 366
PERRYVILLE, MO. 63775
(314) 547-8357

Circle 59 on Brochure Service Card

MISSOURI/NEBRASKA

715 Washington St.
P.O. Box 416, 64601
816/646-4071

Jefferson City

Hayter, William D., C.I.D.
Sales & Ind. Dev. Mgr.
Central Electric Power Coop.
2106 Jefferson St.
Box 269, 65102
314/634-2454

Wood, Don
Assoc. of Missouri Elec. Coops.
2722 E. McCarty, 65101
314/635-6857

Joplin

Tonjes, Gary, Pres./Gen. Mgr.
Joplin Chamber of Comm.
P.O. Box 1178, 64802-1178
417/624-4150

Kansas City

Kirk, Harold L., CID
Ind. Dev. Mgr.
Missouri Public Service
10750 E. 350 Highway
P.O. Box 11739, 64138
816/737-9346

Monroe, James W., C.I.D., Pres.
Kansas City Area Econ. Dev. Council
Ste. 600, 920 Main St., 64105
816/221-2121

Wheeler, Charles E., C.I.D., Exec. Dir.
Platte Cty. Ind. Dev. Cmsn.
10920 Ambassador Dr., 64153
816/891-9480

Malden

Bollinger, Dan, Sr., Exec. Dir.
Libla, Robert L., Jr.
Bootheel Reg. Alng. & Econ. Dev. Commission
P.O. Box 397, 63863
314/276-2242

Nevada

Lampe, Harold, Exec. Dir.
Nevada Area Econ. Dev. Comm.
Citizens State Bank Bldg.
P.O. Box 807, 64772
417/667-6084

Perryville

Tucker, Tom, Exec. Dir.
Southeast Mo. Reg. Plng. & Econ. Dev. Cmsn.
1 West St. Joseph St.,
P.O. Box 366, 63775
314/547-8357

St. Joseph

Price, Steve, Mgr. E.D.
St. Joseph E.D.G.
P.O. Box 1394, 64502
816/232-4461

St. Louis

Grosser, Eileen E., Mktg. Dir.
St. Louis Cty. Econ. Council
130 South Bemiston
Ste. 800, 63105
314/721-0900

Weidner, Richard, Dir.
St. Louis Regional Comm.
100 S. 4th St., 63102
314/231-5555

St. Peters

Hall, Vaal G., C.I.D., Admin.
St. Charles Cty. Ind. Dev. Auth.
Mid River Office Bldg.
#1 Mid Rivers Dr., 63376
314/441-6880

Sedalia

Wimmer, G.R., Exec. V.P.
Sedalia-Pettis Cty. Dev. Corp.
P.O. Box 1266, 65301
816/827-0884

STATE INFORMATION:

Financial assistance to industry:

Bonds for buildings, land, & equipment, including pollution control
On-the-job training & pre-employment training program
Two Foreign Trade Zones: No. 19 Omaha, No. 59 Lincoln

Tax rates:

Corporate income tax ....4.75% on first $50,000 & 6.65% over $50,000, based on federal taxable income attributable to Nebraska operations
Personal income tax ....2%-5.9% of taxable income of federal tax paid
Sales tax..4%
Municipal sales tax........................½% Gothenburg; 1% Beatrice, Chadron, Chappell, Crete, Gordon, Kimball, La Vista, Lewellen, Nebraska City, Norfolk, North Platte, Ogallala, Oshkosh, Rushville, Scottsbluff, Sidney, Waterloo; 1½% Bellevue, Crawford, Lincoln, Omaha
Incorp. & franchise tax........................NA
Inventory tax .... 100% exemption of personal property on inventory
Gasoline tax....................$.183/gal. (1987)

Advanced education facilities:

Four-year colleges & universities 19
Two-year or junior colleges.............NA
Vocational & business schools........16

Medical facilities:

Hospitals...113
Clinics..NA

Labor analysis:

Civilian labor force........ 803,000 (1986)
High school graduates .. 20,202 (1985)

For additional labor market information, contact Div. of Employ., Dept. of Labor, P.O. Box 94600, State House Station, Lincoln, NE 68509, 402/475-8451

Environment controls:

Air & water pollution: Dennis Grams, Dir., Nebraska Dept. of Environ. Control, Box 94877, Lincoln, NE 68509, 402/471-2186

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
NEBRASKA	1,570.0	1,624.6
Grand Island	33.2	NA
Lincoln	171.9	185.3
Omaha	311.7	355.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Lincoln	192.9	208.6
Omaha, NE/IA	585.0	616.9
Sioux City, IA/NE	117.5	117.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA	85.6	41.5	9.35
Lincoln	13.5	41.0	10.32
Omaha	33.3	40.1	10.07

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Omaha NE/IA 10/86
Office, professional, & technical	
Payroll clerks	$ 8.25
Accounting clerks	7.46
File clerks	5.35
Typists	5.88
Key entry operators	6.33
Secretaries	8.95
Stenographers	10.12
Switchbd opr-recept's	5.96
Drafters	9.89
Electronics technicians	10.79
Computer operators	8.75
Computer programmer	13.23
Computer systems analysts	16.85
Maintenance & powerplant	
Carpenters	10.81
Electricians	12.39
Engineers, stationary	11.27
Machinists	13.49
Mechanics (machinery)	11.98
Custodial & material movement	
Guards	4.00
Janitors, porters & cleaners	4.62
Laborers, mat'l hdlg	8.71
Shippers & receivers	6.29
Truckdrivers	10.32
Forklift operators	9.58

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEBRASKA	794.1	31.2	3.9
Lincoln	118.5	3.8	3.0
Omaha	309.9	14.0	4.6

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	26.5	NA	NA
MANUFACTURING	88.9	40.3	9.03
DURABLE GOODS	44.0	40.7	9.24

Lumber & stone, clay, & glass-SIC 24	4.3	40.4	8.64
Furniture & fixtures-SIC 25	1.6	NA	NA
Primary & fabricated metals-SIC 33	8.3	40.6	9.53
Machinery, except electric-SIC 35	10.6	NA	NA
Machinery & transp.-SIC 35	24.8	41.1	9.58
Electrical & electronic equip.-SIC 36	9.4	NA	NA
Transportation equipment-SIC 37	4.7	NA	NA
Instruments & misc. mfg.-SIC 38	5.0	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	234	1,278
Sand & gravel (construction)	11,100	26,300
Stone (crushed)	4,200	19,500
Combined value of cement, gem stones, lime, and sand and gravel		59,218
Total 1986 (preliminary)		106,296

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Grand Island	21	77	6482	1028
Lincoln	22	79	5967	1263
Omaha	20	78	6194	1166

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Grand Island 1, 7, 10, 14, 15
Lincoln 1, 7, 9, 11, 14, 15, 20-22
Omaha 1-22

Railroads

1. Burlington Northern R.R. Co.
2. Chicago, Central & Pacific Railroad
3. Chicago & North Western System
4. Iowa Interstate Railroad Ltd.
5. Missouri-Kansas-Texas R.R. Co.
6. Soo Line Railroad
7. Union Pacific Railroad

Airlines

8. American
9. America West
10. Braniff Express-Midcontinent Airlines
11. Continental
12. Delta
13. Eastern
14. Eastern Express-Air Midwest
15. GP Express
16. Iowa Airways
17. Midcontinent
18. Midway Airlines, Inc.
19. Northwest
20. Northwest Airlink
21. TWA
22. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Grand Island — 1e, 5g
Lincoln — 2e, 4g
Omaha — 6e, 3g

1. Grand Island Utilities
   208 N. Pine, Box 1968, Grand Island 68802
2. Lincoln Electric Sys., 1200 N St., Box 80869, Lincoln 68501
3. Metropolitan Utilities District of Omaha
   1723 Harney St., Omaha 68102
4. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
5. Northwestern Pub. Service Co.
   Northwestern Nat'l Bank Bldg.
   Huron, SD 57350
6. Omaha Public Power District
   1623 Harney St., Omaha 68102-2247

Utilities serving cities under 25,000:

Central Nebraska PPID
Frank J. Dragoun, Gen. Mgr.
P.O. Box 356, Holdrege 68949
308/995-8601

Nebraska Elec. G&T Co-op, Inc.
K. E. Brooks, Mgr.
P.O. Box 456, Columbus 68601
402/564-8142

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Roy D. Landis, Area Dev. Mgr.
P.O. Box 499, Columbus 68601
402/563-5581

DEVELOPMENT COUNSELORS:

State Development Agency

Christianson, Roger, Dir.
Nebraska Dept. of Econ. Dev.
P.O. Box 94666
Lincoln, 68509
402/471-3111

Areas & Others

Beatrice
Schwenke, Diane M., Dir.
Gage Cty. Ind. Corp.
226 S. 6th, 68310
402/223-2338

Columbus
Hall, Dennis G., Area Dev. Mgr.
Dept. of Area Development
Nebraska Public Power District
P.O. Box 499, 68601
402/563-5534

Freemont
Kraft, A. Ronald, Pres.
Freemont Chamber of Comm.
P.O. Box 182, 68025
402/721-2641

Grand Island
Good, Richard H., Pres.
Grand Island Ind. Fdtn.
309 W. 2nd St., P.O. Box 1486, 68802
308/382-9210

Lincoln
Malloy, Patrick J., Ind. Dev. Dir.
Lincoln Chamber of Comm.
1221 N St., Suite 606, 68508
402/476-7511

North Platte
Baird, Andrew, Dir. Ind. Dev.
North Platte Dev. Corp.
P.O. Box 968, 69101-0968
308/532-4966

Ogallala
Small, Kathy J., Exec. Dir.
West Central Nebraska Dev. Distr.
710 N. Spruce St.
P.O. Box 599, 69153
308/284-6077

Omaha
Evans, Gary E., Mgr., Area Dev.
Omaha Public Power District
1623 Harney St., 68127
402/536-4347
Moseman, Rod, Dir.
Omaha Econ. Dev. Council
1301 Harney St., 68102
402/346-5000
Kenedy, Ried, Pres.
Railway Education Bureau
Simmons-Boardman Publ. Corp.
1809 Capitol Ave., 68102
402/346-4300
Jorgensen, Jeffrey L., C.I.D., Dir.
Peoples Natural Gas
1815 Capitol Ave., 68102
402/221-2422
Zanarini, Roger
Mgr., Nat'l Accounts
Union Pacific Realty Co.
302 S. 36th St., 68131
402/280-4730

NORTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax .... graduated
Personal income tax .... graduated
Personal property tax ..... none, or opt. percent of fed. liability
Sales tax ..... 5½% (3½% for farm machinery, irrigation equipment, & mobile homes)
Incorp. & franchise tax .... none
Inventory tax .... none
Gasoline tax .... $.17/gal.

Advanced education facilities:

Four-year colleges & universities 11
Two-year or junior colleges 2
Vocational & business schools 41

Medical facilities:

Hospitals 57
Clinics 132

Labor analysis:

Civilian labor force 314,990 (Nov. 1987)
High school graduates 8,332 (1987)

For additional labor market information, contact Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck, ND 58505, 701/324-3106

Environment controls:

Air pollution: Gene Christianson, Environ. Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck, 58505, 701/224-2348

Water pollution: Francis (Fritz) Schwindt, Water Supply & Pollution Control (same address as above) 701/224-2354

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
NORTH DAKOTA	652.7	701.2
Bismarck	44.5	50.8
Fargo	61.3	69.3
Grand Forks	43.8	45.4
Minot	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Bismarck	80.0	92.3
Fargo-Moorhead ND/MN	137.6	150.0
Grand Forks	66.1	70.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA		
16.1	39.0	8.52
Fargo-Moorhead		
5.0	38.6	8.58

*preliminary figures for production workers

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
11.7	NA	NA
MANUFACTURING		
15.4	38.6	8.06
DURABLE GOODS		
6.4	39.8	8.46
Stone, clay, & glass prods.-SIC 32		
0.[illegible]	NA	NA
Fabricated metal products-SIC 34		
0.7	NA	NA
Machinery & transp. equip.-SIC 35		
3.9	NA	NA

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH DAKOTA		
323.0	11.9	3.7
Bismarck		
43.4	1.6	3.6
Fargo-Moorhead		
83.7	2.5	3.0
Grand Forks		
35.5	1.1	3.1

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Bismarck 1-6
Fargo 1, 3, 5-7
Grand Forks 1, 5, 6
Minot 1-3, 5

Railroads

1. Burlington Northern R.R. Co.
2. Soo Line R.R. Co.

Airlines

3. Continental
4. Delta

5. Northwest
6. Northwest Airlink
7. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	W
Lime	63	6,268
Sand & gravel (construction)	5,300	10,600
Combined value of clays, peat, salt, stone (crushed), and value indicated by symbol W		4,323
Total 1986 (preliminary)		21,191

* thousand short tons
w withheld to avoid disclosing company proprietary data.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2eg
Minot — 2e, 1g

1. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck 58501
2. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis, MN 55401

NSPC — Fargo Div.
2302 Gt. Northern Dr., Fargo 58108
NSPC — Grand Forks Div.
1206 5th Ave. S., Grand Forks 58201
NSPC — Minot Div.
24 Second Ave., S.E., Minot 58701

Utilities serving cities under 25,000:

Basin Elec. Power Co-op, Inc.
Robert L. McPhail, Gen. Mgr.
1717 E. Interstate Ave.
Bismarck 58501
701/223-0441

Central Power Elec. Co-op, Inc.
Gary Williamson, Mgr.
P.O. Box 1576, Minot 58701
701/852-4407

Minnkota Power Co-op, Inc.
Lyle D. Lund, Gen. Mgr.
P.O. Box 1318, Grand Forks 58201
701/795-4000

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bismarck	7	70	9075	473
Fargo	4	71	9343	476
Grand Forks	2	69	9881	418
Minot	6	69	9415	423

DEVELOPMENT COUNSELORS:

State Development Agency

Patrie, William, Dir.
Econ. Dev. Cmsn.
Liberty Memorial Bldg.
Bismarck, 58505
701/224-2810

Areas & Others

Bismarck
Schott. William A., Econ. Dev. Coor.
Basin Elec. Power Coop.
1717 E. Interstate Ave., 58501
701/223-0441

Fargo
Sticka, Toby, Exec. Dir.
Fargo-Cass Cty. Ind. Dev. Corp.
321 N. Fourth St., 58102
701/237-6132

Jamestown
Johnson, Irene J., Econ. Dev. Mgr.
Otter Tail Power Co.
P.O. Box 2220, 58402
701/252-0540
McDonald, Steward, Dir.
Jamestown Area Bus. & Ind. Div.
P.O. Box 1530, 58401
701/252-4830

SOUTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

No corporate tax
No personal income tax
No personal property tax
No business inventory tax
Bonds for buildings & equipment
Bonds for pollution control
Aid for job training
Local property tax abatements
Loan packaging assistance

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	4% (2% local option)
Incorporation tax	graduated from $40 for $25,000 or less capitol stock to $500 if capital stock is over $4.5 million but not over $5 million. $40 for each additional $500,000. Max. tax: $16,000
Franchise tax	$10
Inventory tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	12
Two-year or junior colleges	1
Vocational & business schools	4

Medical facilities:

Hospitals	58
Clinics	80 (approx.)

Labor analysis:

Civilian labor force	363,700 (7/86)
High school graduates	8,949

For additional labor market information, contact Labor Market Info. Center, P.O. Box 1730, Aberdeen, SD 57401, 605/622-2314

Environment controls:

Air & water pollution: Jim Nelson, Div. Dir., Dept. of Water & Natural Resources, 523 E. Capitol, Pierre, SD 57501, 605/773-3351

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
SOUTH DAKOTA	690.2	721.1
Aberdeen	26.0	NA
Rapid City	46.5	54.6
Sioux Falls	81.3	95.7

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1987
	—Thousands—	
Rapid City	70.1	77.3
Sioux Falls	109.4	125.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment-Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA	30.0	42.4	7.87
Sioux Falls	8.6	45.4	7.95

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH DAKOTA	349.1	13.6	3.9
Rapid City	38.7	1.9	4.
Sioux Falls	69.3	2.1	3.1

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	9.4	NA	NA
MANUFACTURING	27.4	41.8	7.44
DURABLE GOODS	15.1	41.5	7.33
Fabricted metals, machinery-SIC 34	9.3	NA	NA

SOUTH DAKOTA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	350
Portland	700	35,900
Clays (excl. bentonite)	109	323
Feldspar	W	W
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	378,371	139,619
Sand & gravel (construction)	6,000	14,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	73	396
Stone (crushed)	3,600	12,600
Combined value of beryllium, clays (bentonite), lime, mica (scrap), stone (dimension), and value indicated by symbol W		32,345
Total 1986 (preliminary)		235,827

* thousand short tons except as noted
w withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Aberdeen 1, 7
Rapid City 3-6, 9, 10
Sioux Falls 1, 2, 5, 6, 8, 9

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System

Airlines

3. Continental
4. Continental Express-Rocky Mountain Airways
5. Delta
6. Northwest
7. Northwest Airlink
8. TWA
9. United
10. United Express-Aspen Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Aberdeen — 5eg
Rapid City — 1e, 3g
Sioux Falls — 4e, 6e, 2g

1. Black Hills Corp.
   625 9th St., Box 1400, Rapid City 57709
2. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
3. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck, ND 58501
4. Northern States Power Co. (Minn)
   414 Nicollet Mall, Minneapolis, MN 55401
   NSPC — Sioux Falls Div.
   500 W. Russell, Sioux Falls 57104
5. Northwestern Public Service Co.,
   Northwestern Nat'l. Bank Bldg., 3rd St. & Dakota Ave., S., Huron 57350
6. Sioux Falls Mun. Lt. & Pwr. Dept.
   2000 N. Minnesota Ave., Sioux Falls 57104

Utilities serving cities under 25,000:

East River Elec. Power Co-op, Inc.
Robert Feragen, Gen. Mgr.
Lock Drawer E, Madison 57042
605/256-4536

Heartland Consumers Power Dist.
Wendell J. Garwood, Gen. Mgr.
P.O. Box 248, Madison 57042
605/256-6536

Rushmore Elec. Power Co-op, Inc.
Harvey K. Malon, Mgr.
P.O. Box 2414, Rapid City 57709
605/342-4759

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aberdeen	8	72	8570	589
Rapid City	21	73	7301	667
Sioux Falls	12	74	7885	749

DEVELOPMENT COUNSELORS:

State Development Agency

Turbiville, Charles M.
Coordinator Nat'l/Int'l Mktg.
S.D. Governor's Off. of Econ. Dev.
Capitol Lake Plaza
Pierre, SD 57501
605/773-5032

Areas & Others

Huron
Tucker, William V., Pres.
Gtr. Huron Dev. Corp.
15 Fourth St., S.W., 57350
605/352-8775

Pierre
Potter, Dennis W., Dir.
Pierre Econ. Dev. Corp.
P.O. Box 548
300 S. Highland, 57501
605/224-6610

Rapid City
Shelton, Wesley D., Dir.
Rapid City Area Econ. Dev.
P.O. Box 747, 57709
605/343-1880

Sioux Falls
Haunje, Roger A., Pres.
Sioux Falls Dev. Fdtn.
131 E. Tenth St., 57102
605/339-0103

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Regional Review

Following are summaries of some of the events affecting site location in each of the West South Central states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

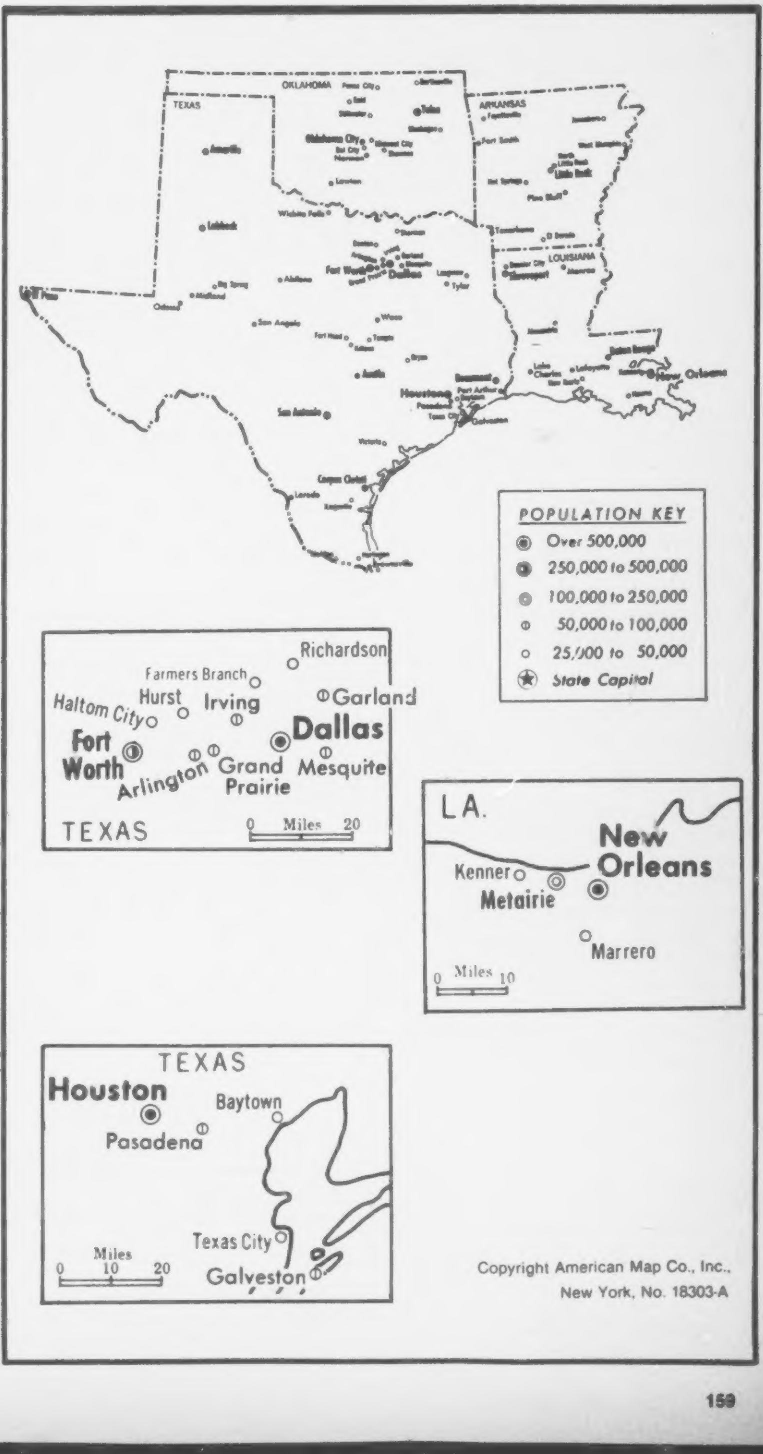
Arkansas. New job growth in the state in 1987 was 7.4%, the second-highest rate in the country. This growth can be attributed to a decreasing economic reliance by the state on agriculture, matched by an increase in service-, trade-, and government-sector growth.

Education reform is an important issue in Arkansas. There has been a $150-million increase in education funding since 1983, when a 1% sales tax was imposed. In 1986 the state's high-school graduation rate was 78%, which was the 15th highest in the nation.

Inc. magazine rated Arkansas 37th nationwide in its "Annual Report on the States." While the rate for job growth from 1983 to 1987 was high—14.88%—the number of new businesses established in that period was low—768—and its percent of fast-growth companies—1.82%—was below the national average of 2.40% for those four years.

Louisiana. In 1987, Louisiana continued to feel the adverse effects of the world-wide oil glut and the resulting low oil prices. However, toward the end of the year, employment began to rise in the oil- and gas-exploration sector, and economists were forecasting a gradual improvement in the economy in 1988 and 1989. The gubernatorial election in 1987 focused attention on education, tax reform, and business-assistance programs required to speed up diversification of the state's economy.

Legislation in the state last year in-


OKLAHOMA
TEXAS
ARKANSAS
LOUISIANA
POPULATION KEY
◉ Over 500,000
● 250,000 to 500,000
● 100,000 to 250,000
⦶ 50,000 to 100,000
○ 25,000 to 50,000
✪ State Capital
Richardson
Farmers Branch
Hurst
Irving
Garland
Haltom City
Fort Worth
Dallas
Arlington
Grand Prairie
Mesquite
TEXAS
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cluded erosion of the "deep-pockets" provisions of the liability laws, revisions to the workers' compensation law aimed at controlling medical costs, and a 7% cut in unemployment compensation benefits.

Additional state activities affecting development in 1987 included the signing of business initiatives with Japan, Korea, and the Republic of China, and additional funding for state advertising and international trade development.

Corporations expanding in Louisiana last year included Avondale Industries, which provided employment for 1,400 in Jefferson; and Bollinger Machine, which provided jobs for 300 in LaFourch. Fraymaster Corp. moved a new facility to Caddo and employed 296; and Louisiana Delta Catfish increased employment in Franklin by 250 with its new facility.

Oklahoma. Like the other West South Central states, Oklahoma has been hurt by the slump in the oil and agricultural markets. To prevent revenue shortfalls, the state legislature recently imposed some new taxes. Among them was a rise in the sales and use tax from 3.25% to 4%, a $.06 increase in gasoline tax, a $.03 increase in diesel fuel tax, and a $.05 increase in per-pack cigarette taxes.

From all indications, fiscal 1988—which started July 1, 1987—is showing signs of improvement over fiscal 1987. There is a surplus expected in the general-fund budget and anticipation that revenue gains will allow Oklahoma to establish its first-ever rainy-day fund. These encouraging predictions are based in part on tax-increase revenues, and in part on increased cattle prices—cattle being the state's largest agricultural commodity.

Texas. Jack Alexander, business development analyst at the Texas Department of Commerce, says, "Although Texas has received a lot of press about high unemployment and the state being in a recession, we have had one of our best years in attracting new industries." He goes on to say, "Our institutions of higher education, our outstanding labor force, and our quality of life have been helpful in diversifying our economic base."

One of the new industries Texas attracted recently was Sematech, a computer-chip research consortium owned by 14 chip manufacturers. More than 100 communities from 34 states were vying for the facility—which represents 800 high-paying jobs and a $250-million annual operating budget—and Austin captured it.

Other new or expanding businesses in the state last year included a U.S. Department of the Treasury currency-production facility, which opened in Fort Worth and created 1,200 jobs. Texas Instruments opened a defense electronics facility in Denton and created 1,000 to 1,500 jobs. J.C. Penney opened its corporate headquarters in Plano and created 2,500 jobs. And Electrospace, an aircraft-modifications plant, announced it will be expanding over the next four years, increasing its employment to over 1,000 from 400.

Legislation passed in 1987 included the creation of the new Texas Department of Commerce, new enterprise-zone legislation, and an increase in state sales tax to 6%. □

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land, & equip.
- State guarantee for $2 million in bonds
- Aid for job training
- Free port law
- Foreign Trade Zone on Arkansas River
- Enterprise zones
- Investment tax credits

Tax rates:

Corporate income tax .... 1%-6% over $25,000 net
Personal income tax .... 1%-7% over $25,000
Sales tax 4%
exemptions for mfg. equipment
Franchise & incorp. tax .... 0.27% of portion of par-value outstanding capital stock that the value of its real & personal prop. in AR bears to the total value of all real & personal prop. of the corp. Not less than $50 and not more than $1,075,000.
Inventory tax ... $5.80 per $1000 market value
Gasoline tax .... $.135/gal.

Advanced education facilities:

Four-year colleges & universities 20
Two-year or junior colleges 12
Vocational & business schools 33

Medical facilities:

Hospitals .... 125 all inclusive
Clinics .... NA

Labor analysis:

Civilian labor force 1,073,000 (1986)
High school graduates 27,101 (1986-87)

For additional labor market information, contact Employ. Security Div., ESD Bldg., Capitol Mall, Little Rock, AR 72201, 501/371-2121

Environment controls:

Air pollution: Wilson Tolefree, Air Div. Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock, AR 72209, 501/562-7444

Water pollution: James Shell, Water Div. Chief, (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ARKANSAS	2,285.5	2,404.8
El Dorado	26.7	NA
Fayetteville	36.6	39.9
Fort Smith	71.4	75.0
Hot Springs	35.2	NA
Jacksonville	27.6	29.0
Jonesboro	31.5	NA
Little Rock	158.5	184.5
North Little Rock	64.4	66.2
Pine Bluff	56.6	69.0
Springdale	23.5	25.9
Texarkana*	52.8	56.6
West Memphis	28.1	27.8

* Texarkana is a two-state city. Total includes both Ark. and Tex.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Fayetteville-Springdale	99.7	107.1
Fort Smith, AR/OK	162.5	180.0
Little Rock-North Little Rock	474.0	508.9
Memphis, TN/AR/MS	912.9	956.6
Pine Bluff	90.7	89.9
Texarkana, TX/AR	113.1	121.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS	224.2	41.1	7.92
Fayetteville-Springdale	11.4	42.3	7.31
Fort Smith	26.7	39.7	8.34
Little Rock-North Little Rock	32.7	41.9	8.34
Pine Bluff	6.7	43.7	10.26

*preliminary figures for production workers

Water for sale:

265 million gallons a day.

FRESH. NO INDUSTRIAL CONTAMINATION.

An abundant supply of fresh water flows daily from Lake Millwood to a major industry and to municipalities in Southwest Arkansas. The lake is fed by three major free-flowing rivers whose terrain and geological composition help deliver enormous quantities of excellent, fresh and uncontaminated water.

The water has an extremely low biological oxygen demand, low color content, a neutral pH factor, and is graded excellent for industrial needs.

LOW CHEMICAL CONTENT. NO HEAVY METALS.

265 million gallons a day of this remarkable water are available now for your industrial needs.

In addition to guaranteeing long-term delivery of this water, the Southwest Arkansas Water District constantly maintains a twelve to twenty-four hour emergency water supply. Plus, their pumping stations have an emergency back-up generator system to make sure that an industry's life-line of water is secure.

LOW SALINE CONTENT. GRADED EXCELLENT.

Southwest Arkansas also has the other resources that make a favorable climate for industry: a dependable and productive labor force, a superb transportation system, a healthy environment for employees, a central geographic location, supportive state and local governments, pro-business tax policies, an outstanding Vo-Tech educational system, and industrial sites available for virtually every type of industry.

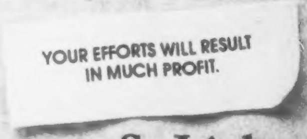
Call or write today. We'll provide you with additional information about our water and arrange a tour of the area.

Lake Millwood
Arkansas

Donald R. Mitchell, Sr., Manager
THE SOUTHWEST
ARKANSAS WATER
DISTRICT
Box 8004 • State Line Plaza
Texarkana, Arkansas [illegible]
[illegible]

IT MAY BE WELL TO CONSULT OTHERS
BEFORE MAKING NEXT MOVE.

It's true. Consulting with the Arkansas Power & Light Economic Development Office about the many advantages and benefits of locating or expanding your business in Arkansas and southeast Missouri could well be the key to the good fortune you seek. Call David Eldridge at (501) 377-4440. Or just circle the number on the Brochure Service Card in this magazine. We'll help you see into the future.


YOUR EFFORTS WILL RESULT
IN MUCH PROFIT.

Arkansas Power & Light

Circle 62 on Brochure Service Card

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARKANSAS	1,122.5	81.3	7.2
Fayetteville-Springdale	59.8	2.3	3.8
Fort Smith	90.8	5.3	5.8
Little Rock-North Little Rock	263.1	17.3	8.1
Pine Bluff	37.6	3.1	8.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Memphis, TN/AR/MS 11/86
Office, professional & technical	
Payroll clerks	$ 7.65
Accounting clerks	7.14
File clerks	5.05
Typists	6.77
Key entry operators	6.40
Secretaries	8.81
Stenographers	NA
Switchbd opr-recept's	5.81
Word processors	8.43
Drafters	9.95
Electronics technicians	13.29
Computer operators	8.58
Computer programmers	11.05
Computer systems analysts	15.75
Maintenance & powerplant	
Carpenters	NA
Electricians	13.30
Engineers, stationary	13.39
Machinists	12.45
Mechanics (machinery)	12.29
Tool & die makers	11.69
Custodial & material movement	
Guards & watchmen	4.22
Janitors, porters & cleaners	3.88
Laborers, mat'l handling	8.46
Shippers & receivers	7.82
Truckdrivers	8.38
Forklift operators	8.50

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.1	NA	NA
MANUFACTURING	210.2	40.2	7.57
DURABLE GOODS	113.7	40.6	7.69
Lumber & wood prods.-SIC 24	19.5	41.2	7.05
Furniture & fixtures-SIC 25	9.3	37.7	6.66
Stone, clay, & glass-SIC 32	4.8	43.6	8.07
Primary metal industries-SIC 33	7.7	41.5	8.66
Fabricated metal products-SIC 34	15.7	42.0	7.85
Machinery, except electrical-SIC 35	16.8	41.0	8.23
Electrical & electronic equip.-SIC 36	23.4	39.9	8.00
Transportation equipment-SIC 37	8.4	40.8	7.79
Instruments & misc. mfg.-SIC 38	8.1	38.6	6.92

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airport shown in parentheses.

El Dorado 5, 11
Fayetteville 1, 7, 9, 10, 13, 15
Fort Smith 1, 2, 5, 7, 9, 13, 15
Hot Springs 5, 11
Jacksonville 5 (Little Rock)
Jonesboro 1, 4, 5, 11
Little Rock 3-6, 8, 10, 12, 14, 16, 17
North Little Rock 4, 5 (Little Rock)
Pine Bluff 3-5 (Little Rock)
Texarkana 2, 4, 5, 7, 9, 11
West Memphis 1, 4, 5 (Memphis, TN)

Railroads

1. Burlington Northern R.R. Co.
2. Kansas City Southern Railway Co.
3. Norfolk Southern Corp.
4. St. Louis Southwestern Railway Co.
5. Union Pacific Railroad

Airlines

6. American
7. American Eagle
8. Delta
9. Delta Connection-Atlantic Southeast
10. Eastern Express-Air Midwest
11. Exec Express
12. Northwest
13. Northwest Airlink
14. Southwest Airlines
15. Trans World Express-Air Midwest
16. TWA
17. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

El Dorado — 0g, 2e
Fayetteville — 7e, 3g
Fort Smith — 6e, 1g
Hot Springs — 0g, 2e
Jacksonville — 0g, 2e
Jonesboro — 0g, 4e
Little Rock — 0g, 2e
North Little Rock — 0g, 5e
Pine Bluff — 0g, 2e
Texarkana — 0g, 7e
West Memphis — 0g, 8e

0. Arkansas Louisiana Gas Co., P.O. Box 751, 400 E. Capital, Little Rock, 72203
1. Arkansas Oklahoma Gas Corp.
   115 N. 12th St., Fort Smith 72901
2. Arkansas Power & Light Co.
   P.O. Box 551, Little Rock 72203
3. Arkansas Western Gas Co.
   1001 Sain St., Fayetteville 72701
4. Jonesboro Water & Lt. Plant
   400 E. Monroe, Box 1289, Jonesboro 72401
5. North Little Rock Electric Dept.
   800 Main, Box 159, North Little Rock 72115
6. Oklahoma Gas & Electric Co.
   321 N. Harvey Ave., Oklahoma City, OK 73102
7. Southwestern Electric Power Co.
   428 Travis St., Box 21106
   Shreveport, LA 71156
8. West Memphis Utility Dept.
   604 E. Cooper, Box 1868, West Memphis 72301

Utility serving cities under 25,000:

Arkansas Elec. Co-op Corp.
Carl S. Whillock, Mgr.
P.O. Box 9469, Little Rock 72219
501/562-0220

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,050	10,170
Gem stones	NA	W
Sand & gravel:		
Construction	10,000	31,400
Industrial	400	4,100
Stone:		
Crushed	15,400	61,100
Dimension	5	305

Combined value of abrasives, bauxite, bromine, cement, gypsum, lime, talc and pyrophyllite, tripoli (1986), and values indicated by symbol W 174,683
Total 1986 (preliminary) 281,760

* thousand short tons
w withheld to avoid disclosing company proprietary data.

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
El Dorado	43	82	2755	2109
Fayetteville	35	78	4174	1366
Fort Smith	38	82	3477	1969
Hot Springs	41	82	2932	2147
Jonesboro	38	82	3521	1946
Little Rock	40	82	3152	2045
Pine Bluff	43	83	2729	2272

DEVELOPMENT COUNSELORS:

State Development Agency

Harrington, A. David, Exec. Dir.
Arkansas Ind. Dev. Cmsn.
One State Capitol Mall
Little Rock, 72201
501/371-2052

Areas & Others

Benton
Marshall, Robert W., Exec. V.P.
Saline Cty. Chamber of Comm.
607 N. Market St., 72051
501/778-8272

ARKANSAS/LOUISIANA

Helena

Gatling, John W., Exec. V.P.
Arkansas Delta Dev.
P.O. Box 407, 72342
501/338-6444

Hope

Baker, Ivan
Hempstead County EDC
P.O. Box 971, 71801
800/338-1384

Little Rock

Eldridge, David, Mgr., Econ. Dev.
Ark. Power & Light Co.
P.O. Box 551, 72203
501/377-4440

Fleming, O. Nolan, C.I.D.
Econ. & Ind. Dev. Dir.
Gtr. Little Rock Chamber of Comm.
1 Spring St., 72201-2486
501/374-4871

Faucett, Ernest, Mgr.
Arkansas Electric Coop. Corp.
8000 Scott Hamilton Dr. &
P.O. Box 9469, 72209
501/562-0220

Robinson, Jay M., Dir.
Glenn, Steve
ARKLA Gas
400 E. Capitol Ave,
P.O. Box 751, 72203
501/377-4709

Pine Bluffs

Berry, Jim, C.I.D., Pres.
Gtr. Pine Bluff AR Cham. of Comm.
P.O. Box 5069, 71611
501/535-0110

Texarkana

Mitchell, Donald, Sr., Mgr.
S.W. Arkansas Water District
Box 8004, State Line Plz., 75502
501/773-1061

STATE INFORMATION:

Financial assistance to industry:

- Tax exemptions
- Restoration tax abatement
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Free pre-employment training
- Energy conservation
- Enterprise zones

Tax rates:

Corporate income tax 4%-7%
8% after $200,000 of La. earnings. Federal income tax is deductible for calculating state income tax, therefore cutting effective state tax rate by one half.
Personal income tax 2%-6%
Sales tax 4%
Franchise and incorp. tax $1.50/M
Inventory tax .... 15% of fair share market value
Gasoline tax .... $.16/gal.

Advanced education facilities:

Four-year colleges & universities 28
Two-year or junior colleges 6
Vocational & technical schools 47

Medical facilities:

Hospitals 185
Clinics .... NA

Labor analysis:

Civilian labor force 1,994,500 (10/87)
High school graduates 46,833

For additional labor market information, contact Dept. of Employ. Security, Employ. Security Bldg., 1001 N. 23rd St., P.O. Box 44094, Capitol Station, Baton Rouge, LA 70804, 504/342-3111

Environment controls:

Secretary, Dept. of Environ. Quality, P.O. Box 44066, Baton Rouge, LA 70804, 504/342-1265

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
LOUISIANA	4,204.0	4,547.0
Alexandria	51.6	54.1
Baton Rouge	220.0	249.1
Bossier City	50.0	58.1
Houma	32.6	34.0
Kenner	66.4	73.4
Lafayette	82.0	94.7
Lake Charles	75.0	76.4
Monroe	57.6	57.0
New Iberia	32.7	NA
New Orleans	557.5	565.0
Shreveport	206.0	223.3
Slidell	27.0	36.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Alexandria	135.3	143.2
Baton Rouge	494.0	557.1
Houma-Thibodaux	176.9	190.8
Lafayette	190.2	218.7
Lake Charles	167.0	176.8
Monroe	139.2	145.8
New Orleans	1,256.0	1,347.5
Shreveport	333.0	368.9

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA		
171.1	42.2	10.75
Baton Rouge		
19.2	43.1	12.39
New Orleans		
42.6	40.4	10.50
Shreveport		
18.0	38.0	11.41

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
LOUISIANA		
1,993.6	202.1	10.1
Alexandria		
63.1	5.2	8.3
Baton Rouge		
270.7	23.2	8.6
Houma-Thibodaux		
72.9	8.8	12.1

The Sweetest Part of Louisiana
"and getting sweeter all the time"

ASSUMPTION
ST. MARY
TERREBONNE
LAFOURCHE

Not only for its acres of sugar cane — but for miles of barge navigable waters — the Intercoastal Waterway — four fine ports — dozens of prime industrial sites — hundreds of available productive workers —all this in a happy lifestyle.

South Louisiana Economic Council
P.O. Box 2048 • (504) 448-4485 • Thibodaux, LA 70310
John W. Foltz, Director

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Lafayette		
103.2	10.6	10.3
Lake Charles		
78.3	9.2	11.7
Monroe		
71.6	6.2	8.6
New Orleans		
609.6	55.4	9.1
Shreveport		
167.3	16.2	9.7

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
105.9	NA	NA
MANUFACTURING		
178.3	41.7	10.43
DURABLE GOODS		
81.8	41.3	9.58
Lumber & wood prods.-SIC 24		
13.0	40.0	7.60
Furniture & fixtures-SIC 25		
0.7	NA	NA
Stone, clay, & glass prods.-SIC 32		
7.1	40.1	8.98
Primary metal industries-SIC 33		
3.5	NA	NA
Fabricated metal products-SIC 34		
13.4	44.7	9.48
Machinery, except electrical-SIC 35		
10.1	41.5	9.81
Electrical & electronic equip.-SIC 36		
10.2	40.2	10.88
Transportation equipment-SIC 37		
21.1	40.4	11.0

Area Wage Survey

Average straight-time hourly earnings

	New Orleans 10/86
Office, professional, & technical	
Payroll clerks	$ 7.87
Accounting clerks	7.45
File clerks	4.97
Typists	6.14
Key entry operators	6.72
Secretaries	9.19
Stenographers	9.59
Switchbd opr-receptionists	6.22
Word processors	7.74
Drafters	10.89
Electronics technicians	13.93
Computer operators	8.47
Computer programmers	14.19
Computer systems analysts	15.84
Maintenance & powerplant	
Carpenters	11.49
Electricians	13.24
Engineers, stationary	13.19
Machinists	14.22
Mechanics (machinery)	13.20
Custodial & material movement	
Guards	4.28
Janitors, porters & cleaners	4.10
Laborers, material handling	6.03
Shippers & receivers	7.64
Truckdrivers	8.67
Forklift operators	8.42

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

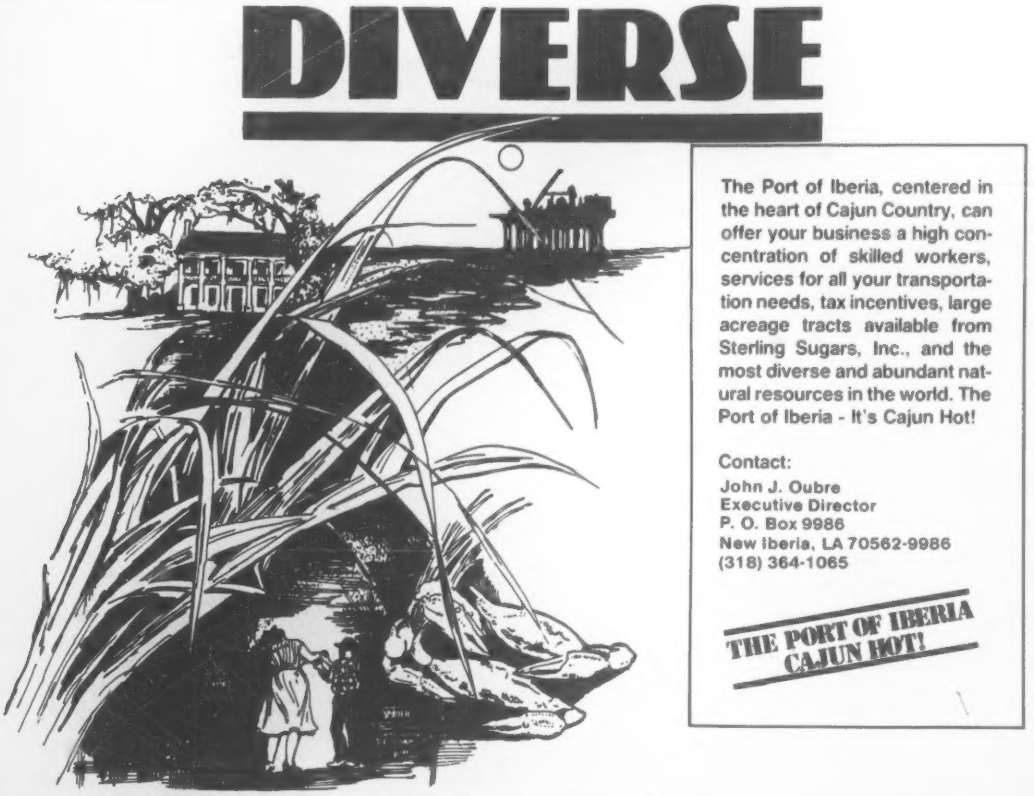
Alexandria 4, 8, 9, 11, 15, 17, 22, 24
Baton Rouge 3, 4, 9, 10, 13, 16, 21, 24
Bossier City 4, 5, 7, 8 (Shreveport)
Houma 8 (New Orleans)
Kenner 3, 4 (New Orleans)
Lafayette 8, 11, 13, 15, 24
Lake Charles 4, 8, 9, 11, 15, 24
Monroe 1, 3, 5, 9, 11, 16, 22, 24
New Iberia 8 (Lafayette)
New Orleans 2-4, 6, 8-10, 12-14, 16, 18-21, 23-31
Shreveport 3-5, 7-11, 13, 15, 16, 21, 24
Slidell 3 (New Orleans)

Railroads

1. Arkansas & Louisiana Missouri Rwy.
2. CSX Transportation, Inc.
3. Illinois Central Gulf R.R. Co.
4. Kansas City Southern Railway Co.
5. Midsouth Rail Corp.
6. Norfolk Southern Corp.
7. St. Louis Southwestern Co.
8. Southern Pacific Transportation Co.
9. Union Pacific Railroad

Airlines

10. American
11. American Eagle



DIVERSE

The Port of Iberia, centered in the heart of Cajun Country, can offer your business a high concentration of skilled workers, services for all your transportation needs, tax incentives, large acreage tracts available from Sterling Sugars, Inc., and the most diverse and abundant natural resources in the world. The Port of Iberia - It's Cajun Hot!

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John J. Oubre
Executive Director
P. O. Box 9986
New Iberia, LA 70562-9986
(318) 364-1065

THE PORT OF IBERIA
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12. Aviateca
13. Continental
14. Continental Express-Air New. Orleans
15. Continental Express-Briti South
16. Delta
17. Delta Connection-Atlantic Southeast
18. Eastern
19. Lacsa
20. Midway Airlines, Inc.
21. Northwest
22. Northwest Airlink
23. Piedmont
24. Royale Airlines
25. Sahsa
26. Southern Express
27. Southwest Airlines
28. Taca S.A.
29. TWA
30. United
31. USAir

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F Jan.	Temp. F Jul.	Degree Days Heating	Degree Days Cooling
Alexandria	48	83	1961	2521
Baton Rouge	51	82	1673	2605
Houma	54	82	1315	2755
Lafayette	52	82	1560	267[illegible]
Lake Charles	52	82	1579	2682
Monroe	45	82	2404	2340
Shreveport	46	83	2269	2444

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	644	8,649
Gem stones	NA	W
Lime	136	7,269
Salt	13,195	113,728
Sand & gravel:		
Construction	16,700	52,600
Industrial	270	4,300
Stone (crushed)	5,400	17,500
Sulfur — thou. metric tons (Frasch)	1,489	W
Combined value of cement (masonry 1985, portland 1985-6), gypsum, lime, and value indicated by symbol W		229,232
Total 1986 (preliminary)		433,278

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 2e, 1g, 10g
Baton Rouge — 6e, 4g, 9g
Bossier City — 2Ag, 14e
Houma — 7eg, 13g
Kenner — 11e, 9g
Lafayette — 8e, 10g, 15g
Lake Charles — 6e, 5g
Monroe — 11e, 9g, 15g
New Iberia — 3e, 5g
New Orleans — 11e, 12eg, 9g
Shreveport — 2Ag, 14e
Slidell City — 3e, 9g

1. Alexandria Gas Dept.
911 Casson St., Alexandria 71301
2. Alexandria Util. Div.
City Hall, P.O. Box 71, Alexandria 71301
2A. Arkansas Louisiana Gas Co.,
Transcontinental Towers, 330 Marshall St., P.O. Box 21734, Shreveport, 71151
3. Central Louisiana Electric Co., Inc.
2030 Donahue Ferry Rd., Pineville 71360-5226
4. Denham Springs, 941 Government Dr., Denham Springs 70726
5. Entex Inc.
P.O. Box 2628, Houston, TX 77001
6. Gulf States Utilities Co.
350 Pine St., Box 2951, Beaumont, TX 77704
7. Houma Municipal Gas System, Light & Water, City Hall,
Box 6097, Houma 70360
8. Lafayette Utilities System
Box 4017-C, Lafayette 70502
9. Louisiana Gas Service Co.
P.O. Box 433, Harvey 70059
10. Louisiana Intrastate Gas Corp.
P.O. Box 1352, Alexandria 71301
11. Louisiana Power & Light Co.
142 Delaronde St., New Orleans 70114
12. New Orleans Public Service, Inc.
317 Baronne St., New Orleans 70160
13. Oceana Heights Gas Co.
302 Schriever Hwy., Thibodaux 70301
14. Southwestern Electric Power Co.
428 Travis St., Box 21106, Shreveport 71156
15. Trans Louisiana Gas Co.
201 Rue Iberville, Lafayette 70508

Utility serving cities under 25,000:

Cajun Elec. Power Co-op
David Lee Mohre, Gen. Mgr.
P.O. Box 15540, Baton Rouge 70895
504/291-3060

DEVELOPMENT COUNSELORS:

State Development Agency

Goodman, Nadia
Dir., Policy & Planning
P.O. Box 94185
Baton Rouge, 70804-9185
504/342-5361

Areas & Others

Baton Rouge
Little, William B., Pres. & C.E.O.
Gtr. Baton Rouge Chamber of Comm.
P.O. Box 3217, 70821
504/381-7125

Lafayette
Mouton, Allen, Exec. V.P.
Lafayette Econ. Dev. Auth.
P.O. Drawer 51439, 70505-1439
318/234-2986
Thomas, Ralph U., Exec. Dir.
Gtr. Lafayette Chamber of Comm.
P.O. Drawer 51307, 70505
318/233-2705

Laplace
Clemments, Richard J., Exec. Dir.
S. Louisiana Port Comm.
152 Belle Terre Blvd.
P.O. Box 909, 70069-0909
504/568-6269

New Iberia
Oubre, John J., Exec Dir.
Port of Iberia
P.O. Box 9986, 70562-9986
318/364-1065

New Orleans
Bistes, II, Joseph M., Dir., Mktg.
Almonaster-McCloud Ind. Distr.
P.O. Box 29300, 70129
504/254-2227
O'Hare, Michael, Mgr.
Area & Industrial Dev.
Louisiana Power & Light Co.
P.O. Box 6008, 70174
504/363-8801

Shreveport
Baremore, Neal, Dir.
Southwestern Electric Power
P.O. Box 21106, 71156
318/222-2141

Thibodaux
Foltz, John, Dir.
S. Louisiana Econ. Council
P. O. Box 2048, 70310
504/448-4485

STATE INFORMATION:

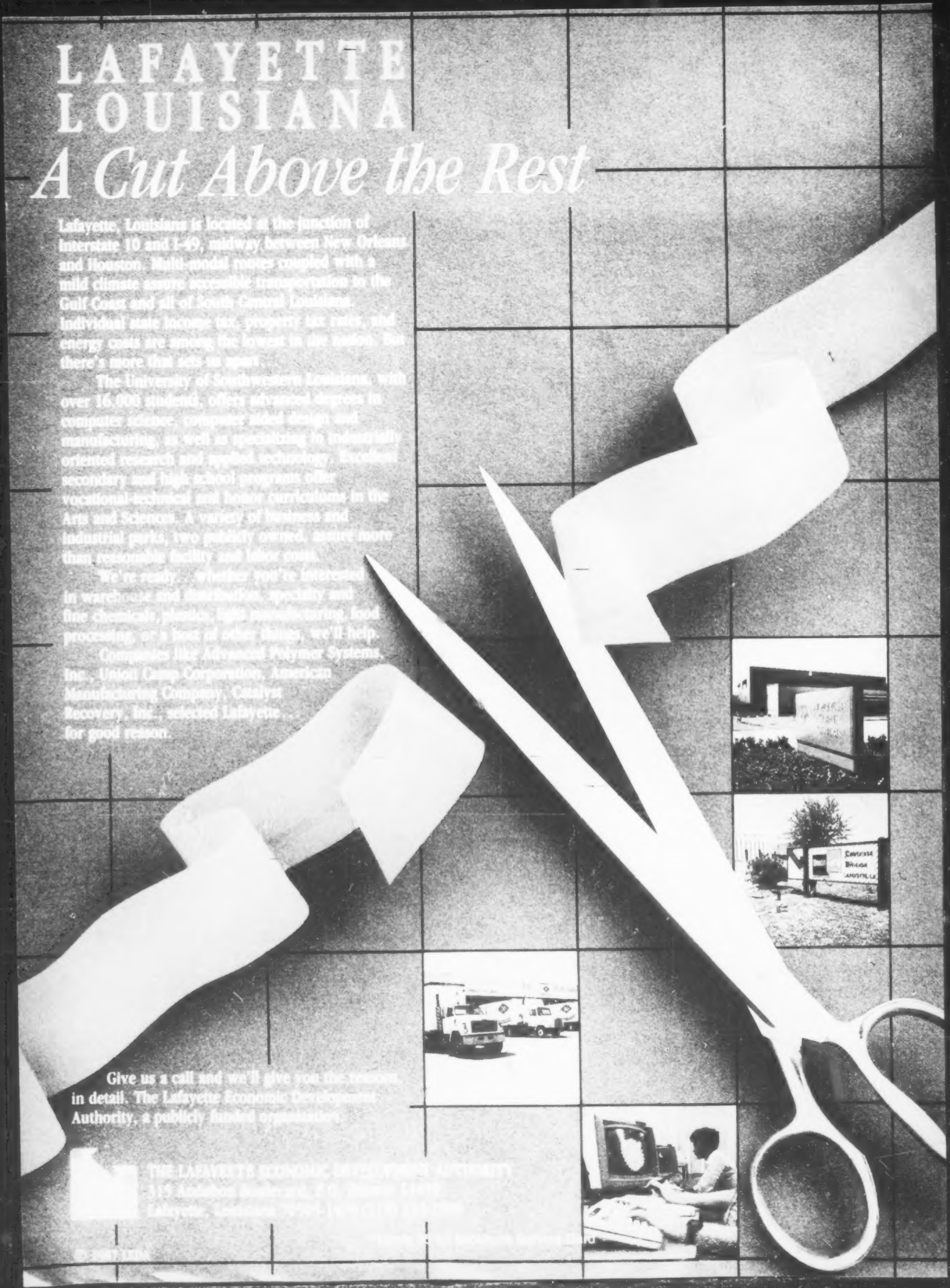
Financial assistance to industry:
Bonds for pollution control
Industrial revenue bonds
Texas Rural Industrial Dev. Act

Tax rates:
Corporate income tax .... NA
Personal income tax .... NA
Personal property tax .... varies
Sales tax ..... 6% plus applicable local rates
Incorporation tax .... NA
Franchise tax $6.70/m
Inventory tax .... varies
Gasoline tax .... $.15/gal.

Advanced education facilities:
Institutes of higher education ....141 (incorporates public, private, and jr. and sr. colleges and universities)
Vocational & business schools 500

Medical facilities:
Hospitals 563
Clinics .... NA

Labor analysis:
Civilian labor force...... 8,264,300 (1987 avg.)



LAFAYETTE LOUISIANA

A Cut Above the Rest

Lafayette, Louisiana is located at the junction of Interstate 10 and I-49, midway between New Orleans and Houston. Multi-modal routes coupled with a mild climate assure accessible transportation to the Gulf Coast and all of South Central Louisiana. Individual state income tax, property tax rates, and energy costs are among the lowest in the nation. But there's more that sets us apart.

The University of Southwestern Louisiana, with over 16,000 students, offers advanced degrees in computer science, computer aided design and manufacturing, as well as specializing in industrially oriented research and applied technology. Excellent secondary and high school programs offer vocational-technical and honor curriculums in the Arts and Sciences. A variety of business and industrial parks, two publicly owned, assure more than reasonable facility and labor costs.

We're ready... whether you're interested in warehouse and distribution, specialty and fine chemicals, plastic, light manufacturing, food processing, or a host of other things, we'll help.

Companies like Advanced Polymer Systems, Inc., Union Camp Corporation, American Manufacturing Company, Catalyst Recovery, Inc., selected Lafayette... for good reason.

Give us a call and we'll give you the reasons in detail. The Lafayette Economic Development Authority, a publicly funded organization.

THE LAFAYETTE ECONOMIC DEVELOPMENT AUTHORITY
315 [illegible]
Lafayette, Louisiana [illegible]

Circle [illegible] on Reader Service Card

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High-school grads.... 172,099 (1981-82)
For additional labor market information, contact Employ. Commission, TEC Bldg., 12th & Trinity, Austin, TX 78778, 512/463-2222

Environment controls:

Air pollution: Allen Eli Bell, Exec. Dir., Air Control Bd., 6330 Highway 290 E., Austin, 78723, 512/451-5711

Water pollution: Larry Soward, Exec. Dir., Texas Water Commission, Stephen F. Austin Bldg., Austin 78711, 512/463-7791

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
TEXAS	14,228.4	16,738.1
Abilene	98.3	111.9
Amarillo	149.2	163.7
Arlington	160.1	232.9
Austin	345.5	460.4
Baytown	56.9	60.6
Beaumont	118.1	123.3
Brownsville	85.0	100.0
Bryan	44.3	60.9
Carrollton	40.6	56.6
College Station	37.3	50.5
Corpus Christi	232.0	268.0
Dallas	904.1	1,019.9
Del Rio	30.0	NA
Denison	23.9	25.0
Denton	48.1	55.4
Duncanville	27.8	NA
Edinburg	24.1	32.2
El Paso	425.3	486.3
Fort Worth	385.1	447.4
Galveston	61.9	63.7
Garland	138.9	169.1
Grand Prairie	71.5	91.3
Haltom City	29.0	NA
Harlingen	43.5	54.4
Houston	1,594.1	1,744.8
Hurst	31.4	NA
Irving	109.9	130.2
Killeen	46.3	59.6
Kingsville	28.8	NA
Laredo	91.4	110.5
Longview	62.8	75.0
Lubbock	174.0	180.2
Lufkin	28.6	NA
Marshall	25.0	24.8
McAllen	67.0	83.4
Mesquite	67.1	81.6
Midland	70.5	103.0
Mission	22.6	30.8
Nacogdoches	27.1	NA
North Richland Hills	30.6	NA
Odessa	90.0	106.2
Paris	25.5	NA
Pasadena	112.6	120.0
Plano	72.3	107.0
Port Arthur	61.2	63.9
Richardson	72.5	81.9
San Angelo	73.2	86.7
San Antonio	785.4	933.7
Sherman	30.4	32.3
Temple	42.5	47.4
Texarkana*	52.8	56.6
Texas City	41.4	44.1
Tyler	70.5	78.2
Victoria	50.7	58.1
Waco	101.3	108.5
Wichita Falls	94.2	99.5

* Texarkana is a two-state city. Total includes both Tex. and Ark.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Abilene	110.9	123.1
Amarillo	173.7	198.3
Austin	536.5	732.9
Beaumont-Port Arthur	375.5	393.6
*Brazoria	170.0	205.8
Brownsville-Harlingen	209.7	251.7
Bryan-College Station	93.6	120.9
Corpus Christi	326.2	365.6
*Dallas	1,957.0	2,378.0
El Paso	479.9	557.1
*Fort Worth-Arlington	973.0	1,225.8
*Galveston-Texas City	195.9	218.9
*Houston	2,905.4	3,232.2
Killeen-Temple	214.7	243.2
Laredo	99.3	119.8
Longview-Marshall	151.8	171.4
Lubbock	211.7	220.7
*McAllen-Edinburg-Mission	283.2	360.8
Midland	82.6	114.8
Odessa	115.4	136.8
San Angelo	84.8	98.4
San Antonio	1,072.0	1,251.2
Sherman-Denison	89.8	97.9
Texarkana, TX/AR	113.1	121.6
Tyler	128.4	156.2
Victoria	68.8	78.2
Waco	170.8	190.7
Wichita Falls	121.1	126.8

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS	974.1	41.9	9.88
Dallas	222.9	42.1	9.73
Ft. Worth-Arlington	117.9	41.0	10.05
Houston	153.0	43.8	11.26
San Antonio	46.5	40.2	7.68

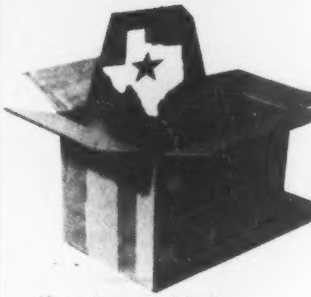
*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TEXAS	8,409.4	618.2	7.4
Abilene	57.0	4.0	7.0
Amarillo	103.6	5.9	5.7
Austin	443.5	26.1	5.9
Beaumont-Port Arthur	163.0	17.1	10.5
Brazoria	84.0	7.0	8.3
Brownsville-Harlingen	96.2	12.7	13.2
Bryan-College Station	60.2	2.8	4.6

PACKAGE DEAL



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- Creative Financing
- Non Union Atmosphere
- Industrial Revenue Bonds
- Start Up Training Programs
- 11 Available Industrial Buildings
- 1200 Acres Industrial Sites
- 34 Flights Daily Serving Houston, Dallas, Austin, San Antonio
- Rail Service With 8 Freights Daily
- 2 Vocational-Technical Training Centers
- 2 Universities; 1 College

ABILENE

For Additional Information Contact
Gary Vest
ABILENE
INDUSTRIAL FOUNDATION, INC.
P.O. Box 2281 Abilene, Texas 79606
(915) 677-7241

Circle 66 on Brochure Service Card

Corpus Christi		
165.6	16.2	9.8
Dallas		
1,453.9	84.9	5.8
El Paso		
237.1	23.5	9.9
Fort Worth-Arlington		
693.6	41.9	6.0
Galveston-Texas City		
108.0	10.5	9.7
Houston		
1,627.1	123.2	7.6
Killeen-Temple		
95.1	7.0	7.4
Laredo		
45.6	5.8	12.8
Longview-Marshall		
80.4	7.3	9.1
Lubbock		
114.6	6.2	5.4
McAllen-Edinburg-Mission		
151.4	25.3	16.7
Midland		
51.8	3.6	7.0
Odessa		
56.7	4.5	7.9
San Angelo		
46.3	2.6	5.6
San Antonio		
614.5	45.0	7.3
Sherman-Denison		
50.7	3.5	6.9
Texarkana		
58.2	4.4	7.5
Tyler		
76.9	5.8	7.6
Victoria		
38.5	2.9	7.4
Waco		
96.4	7.3	7.6
Wichita Falls		
58.3	3.9	6.7

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	447.8	NA	NA
MANUFACTURING	1004.6	41.2	9.41
DURABLE GOODS	592.2	41.6	9.28
Lumber & wood prods.-SIC 24	41.8	38.9	6.68
Furniture & fixtures-SIC 25	17.9	38.6	6.13
Stone, clay, & glass prods.-SIC 32	49.4	44.2	8.62
Primary metal industries-SIC 33	33.7	41.3	10.23
Fabricated metal products-SIC 34	83.1	41.7	8.86
Machinery, except electrical-SIC 35	136.0	41.9	9.58
Electrical & electronic equip.-SIC 36	115.2	41.5	9.81
Transportation equipment-SIC 37	78.9	42.7	12.42
Instruments & related prods.-SIC 38	23.5	39.8	7.98
Misc. mfg. industries-SIC 39	12.7	39.8	6.74

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 9, 17, 28
Amarillo 1, 2, 16, 24, 27, 42

Area Wage Survey

Average straight-time hourly earnings

	Dallas-FortWorth 12/85	Houston 4/86	San Antonio 7/86	Corpus Christi 7/86
Office, professional, & technical				
Payroll clerks .... $	8.35	8.99	6.90	7.20
Accounting clerks	7.53	8.34	6.93	6.86
File clerks	5.35	6.21	4.97	NA
Typists	6.29	7.13	5.79	NA
Key entry operators	6.96	7.70	6.15	6.74
Secretaries	9.65	10.68	8.46	8.69
Stenographers	10.19	9.81	9.28	NA
Switchbd opr-receptionists	6.68	6.72	5.71	5.76
Word processors	NA	8.96	6.71	NA
Drafters	10.59	12.68	8.84	10.18
Electronics technicians	12.25	12.36	12.78	14.45
Computer operators	8.86	9.74	8.03	7.79
Computer programmers (business)	12.77	14.80	12.55	11.60
Computer systems analysts	16.73	20.29	17.90	NA
Maintenance & powerplant (men)				
Carpenters	11.36	12.91	9.70	NA
Electricians	13.23	14.16	10.03	14.35
Engineers, stationary	12.93	12.40	10.80	NA
Machinists	12.39	13.67	NA	14.85
Mechanics (machinery)	12.49	13.37	10.02	13.91
Tool & die makers	14.17	13.09	NA	NA
Custodial & material movement (men)				
Guards	5.62	5.70	4.06	4.65
Janitors, porters & cleaners	4.99	4.16	4.22	4.08
Laborers, material handling	8.51	6.79	6.15	5.83
Shippers & receivers	8.00	8.22	6.51	NA
Truckdrivers	9.83	9.27	7.24	7.51
Forklift operators	9.83	9.58	7.72	6.91

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For further information, contact:

The City of Farmers Branch
Economic Development Dept.
P.O. Box 819010
Farmers Branch, Texas
75381-9010

Circle 5 on Brochure Service Card

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Garland Economic Development
3960 Broadway, Suite 200
Garland, Texas 75043
(214) 494-7145

Circle 67 on Brochure Service Card

Arlington 5, 9 (D)
Austin 5, 8, 9, 16, 18, 24, 27, 38, 39, 42, 46-48
Baytown 8, 9 (Houston)
Beaumont 1, 4, 7-9, 17, 25, 28
Brownsville 8, 9, (Harlingen)
Bryan 8, 9 (College Station)
Carrollton 2, 5, 7 (D)
College Station 8, 9, 17, 25, 28
Corpus Christi 8, 9, 16, 24, 25, 42
Dallas 1, 2, 4, 5, 7-9, 11, 14-17, 20-22, 24, 27-30, 32, 33, 35-40, 42, 45-48
Del Rio 8, 44
Denton 1, 5, 9 (D)
Duncanville 1 (D)
El Paso 1, 7-9, 16, 18, 24, 27, 33, 42, 47
Fort Worth 1, 2, 5, 7-9 (see Dallas for airlines)
Galveston 1, 2, 5, 8, 9 (Houston)
Garland 1, 5 (D)
Grand Prairie 5, 9 (D)
Haltom City (D)
Harlingen 7-9, 16, 24, 42
Houston 1-3, 5-10, 12, 13, 15, 16, 19, 22-27, 29, 31, 32, 38-43, 46-49
Hurst 2, 5 (D)
Irving 2, 5 (D)
Killeen 1, 17, 28
Kingsville 9 (Corpus Christi)
Laredo 9, 17, 25
Longview 1, 9, 17, 28, 34
Lubbock 1, 2, 16, 18, 27, 42
Lufkin 7, 8 (Houston)
McAllen 8, 9, 24, 44
Mesquite 9 (D)
Midland 9, 16, 18, 24, 28, 42
Nacogdoches 8 (Longview)
North Richland Hills (D)
Odessa 9 (Midland)
Paris 1, 2, 9, 30
Pasadena 1, 2, 5, 8, 9 (Houston)
Plano 7, 8 (D)
Port Arthur 4, 8 (Beaumont)
Richardson 1, 8 (D)
San Angelo 1, 17, 28
San Antonio 5, 8, 9, 16, 17, 20, 24, 27, 29, 35, 39, 42, 44, 46-48
Sherman 2, 5, 7-9 (D)
Temple 1, 5, 30
Texarkana 4, 7, 9, 17, 28, 30
Texas City 1, 2, 5, 8, 9 (Houston)
Tyler 7, 9, 17, 28, 34
Victoria 7-9, 25
Waco 5, 7-9, 17, 28
Wichita Falls 2, 5, 17, 28

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Kansas City Southern Railway Co.
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. St. Louis Southwestern Railway Co.
8. Southern Pacific Trans. Co.
9. Union Pacific Railroad

Airlines

10. Aeromexico
11. Air Exchange, Inc.
12. Air France
13. Air Link
14. Air New Zealand
15. Alaska Airlines
16. American
17. American Eagle
18. America West
19. Aviateca
20. Braniff
21. Braniff Express-Altus
22. British Caledonian
23. Cayman Airways
24. Continental
25. Continental Express-Britt South
26. Continental Express-Emerald Airlines
27. Delta
28. Delta Connection—Atlantic Southeast
29. Eastern
30. Exec Express
31. KLM
32. Lufthansa
33. Mesa Airlines
34. Metroflight Airlines
35. Mexicana
36. Midway Airlines
37. Midwest Express
38. Northwest
39. Pan American
40. Piedmont
41. Sahsa
42. Southwest Airlines
43. Taca
44. Texas National Airlines
45. Thai Airways Int'l
46. TWA
47. United
48. USAir
49. Viasa

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	8,800	521,100
Masonry	220	18,500
Clays	5,208	34,410
Gem stones	NA	W
Gypsum	2,193	17,104
Lime	1,207	66,775
Salt	6,649	46,657
Sand & gravel:		
Construction	62,600	216,500
Industrial	1,500	21,600
Stone:		
Crushed	85,000	304,700
Dimension	61	15,034
Sulfur (Frasch) — thou. metric tons	2,612	W
Talc & pyrophyllite	289	5,637
Combined value of asphalt (native), fluorspar, helium (crude), helium (grade A), iron ore (usable), magnesium chloride, magnesium compounds, mica (scrap 1985), sodium sulfate (natural), and value indicated by symbol W		395,225
Total 1986 (preliminary)		1,663,242

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Abilene	43	84	2621	2467
Amarillo	35	79	4231	1428
Austin	49	85	1760	2914
Big Spring	43	83	2658	2312
Brownsville	60	84	609	3772
Corpus Christi	56	85	970	3574
Dallas	45	86	2301	2846

Denton	44	85	2460	2540
El Paso	44	83	2664	2096
Fort Worth	44	86	2407	2809
Galveston	54	83	1253	2967
Harlingen	59	84	786	3770
Houston	51	83	1549	2761
Laredo	56	87	926	4043
Lubbock	39	80	3516	1676
McAllen	59	8[illegible]	755	3833
Midland	44	82	2658	2126
Port Arthur	52	83	1477	2861
San Angelo	46	84	2313	2596
San Antonio	50	85	1606	2983
Sherman	41	84	2934	2331
Temple	47	85	2125	2740
Victoria	53	85	1273	3184
Waco	46	86	2126	2891
Wichita Falls	40	86	3011	2506

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abilene — 29e, 17g
Amarillo — 24e, 11g
Arlington — 27e, 17g
Austin — 2e, 22g
Baytown — 16e, 12g
Beaumont — 15e, 12g
Brownsville — 3e, 19g
Bryan — 4e, 17g
Carrollton — 27e, 17g
College Station — 6e, 17g
Corpus Christi — 5e, 7g
Dallas — 27e, 17g
Del Rio — 5e, 8g, 26g
Denton — 9e, 17g
Duncanville — 27e, 17g
El Paso — 10e, 22g
Fort Worth — 27e, 17g
Galveston — 16e, 22g
Garland — 13e, 27e, 17g
Grand Prairie — 27e, 17g
Haltom City — 27e, 17g
Harlingen — 5e, 19g
Houston — 16e, 12g
Hurst — 27e, 17g
Irving — 27e, 17g
Killeen — 27e, 17g
Kingsville — 5e, 12g
Laredo — 5e, 12g
Longview — 23e, 12g, 21g
Lubbock — 18e, 24e, 11g
Lufkin — 27e, 12g
McAllen — 5e, 19g
Mesquite — 27e, 17g
Midland — 27e, 11g
Nacogdoches — 27e, 12g
North Richland Hills — 27e, 17g
Odessa — 27e, 11g
Paris — 27e, 17g
Pasadena — 16e, 12g
Plano — 27e, 17g
Port Arthur — 15e, 22g
Richardson — 27e, 17g
San Angelo — 29e, 17g
San Antonio — 20eg, 14g
Sherman — 27e, 17g
Temple — 27e, 17g
Texarkana — 23e, 1g
Texas City — 25e, 12g
Tyler — 27e, 12g
Victoria — 5e, 12g
Waco — 27e, 17g
Wichita Falls — 27e, 17g

1. Arkansas-Louisana Gas Co.
   P.O. Box 751, Little Rock, AR 72203
2. Austin Electric Dept.
   P.O. Box 1088, Austin 78767
3. Brownsville Public Util. Bd.
   1425 Robin Hood Dr., Box 3270, Brownsville 78520
4. Bryan Mun. Electric System
   300 S. Washington, Box 1000, Bryan 77805
5. Central Power & Light Co.
   120 N. Chaparral, Box 2121, Corpus Christi 78403
6. College Station Utilities
   1101 S. Texas Ave., Box 9960, College Station 77840
7. Corpus Christi Gas Division
   4225 S. Port Ave., Corpus Christi 78415-5311
8. Del Rio Gas System
   201 E. De La Rosa, Del Rio 78840
9. Denton Mun. Utilities
   215 E. McKinney, Denton 76201
10. El Paso Electric Co.
    303 N. Oregon, Box 982, El Paso 79960
11. Energas Co.
    301 S. Taylor, Amarillo 79189
12. Entex Inc.
    P.O. Box 2628, Houston 77001
13. Garland Power & Light System
    Box 469002, Garland 75046-9002
14. Grey Forest Utilities
    14570 Bandera Rd., Helotes 78023
15. Gulf States Utilities Co.
    350 Pine St., Box 2951, Beaumont 77704
16. Houston Lighting & Power Co.
    P.O. Box 1700, Houston 77001
17. Lone Star Gas Co.
    301 S. Harwood, Dallas 75201
18. Lubbock Power & Light Dept.
    P.O. Box 2000, Lubbock 79457
19. Rio Grande Valley Gas Co.
    Box 3690, Brownsville 78520
20. San Antonio Public Service Bd.
    145 Navarro St., (Box 1771), San Antonio 78206 (78296)
21. Southern Gas
    110 E. Cotton, Longview 75601
22. Southern Union Co. & Consolidated Subsidiaries
    1800 InterFirst Two Bldg., Dallas 75270
23. Southwestern Electric Power Co.
    428 Travis St., P.O. Box 21106 Shreveport, LA 71156
24. Southwestern Pub. Service Co.
    6th at Tyler, Box 1261, Amarillo 79170
25. Texas-New Mexico Power Co.
    4100 Int'l Plaza, Box 2943, Ft. Worth 76113
26. Texas-Oil & Gas Corp.
    1700 Pacific Ave. LB# 10, Dallas 75201-4696
27. Texas Utilities Electric Co.,
    2001 Bryan Tower, Dallas 75201
28. Western Gas Corp.
    110 E. Cotton, Longview 75601
29. West Texas Utilities Co.
    301 Cypress, Abilene 79601

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Circle 11 on Brochure Service Card

TEXAS

Utilities serving cities under 25,000:

Arkansas Louisiana Gas Co.,
Transcontinental Towers, 330 Marshall St., P.O. Box 21734, Shreveport, LA 71151
318/429-2536

Brazos Elec. Power Co-op, Inc.
Richard McCaskill, Gen. Mgr.
P.O. Box 6296, Waco 76706
817/752-2501

Golden Spread Elec. Co-op, Inc.
Robert W. Bryant, Gen. Mgr.
P.O. Box 9898, Amarillo 79105
806/379-7766

Lower Colorado River Auth.
S. David Freeman, Gen. Mgr.
P.O. Box 220, Austin 78767
512/473-3200

Northeast Texas Elec. Co-op, Inc.
Richard K. Thomas, Gen. Mgr.
211 East Tyler St., S-507
Longview 75601
214/757-3282

Rayburn County Elec. Co-op
John W. Kirkland, Pres.
750 Interstate 30, Ste. 140
Greenville 75087
214/722-1336

Sam Rayburn G&T, Inc.
John H. Butts, Mgr.
P.O. Box 1623
Nacogdoches 75961
409/560-9532

San Miguel Elec. Co-op, Inc.
Richard McCaskill, Acting Mgr.
P.O. Box 280, Jourdanton 78026
512/784-3411

South Texas Elec. Co-op
William S. Robson, Gen. Mgr.
P.O. Box 151, Nursery 77976
512/575-6491

Tex-La Elec. Co-op of Texas, Inc.
John H. Butts, Mgr.
P.O. Box 1623
Nacogdoches TX 75961
409/560-9532

DEVELOPMENT COUNSELORS:

State Development Agency

Lauderback, J. William
Texas Dept. of Commerce
P.O. Box 12728, Capitol Sta.
Austin, TX 78711
512/472-5059

Areas & Others

Abilene
Vest, Gary L. Mgr.
Abilene Ind. Fdtn., Inc.
P.O. Box 2281, 79606
915/677-7241

Amarillo
Krebs, Jonathan D. Area Dev. Mgr.
Southwestern Public Svc.
P.O. Box 1261, 79170
806/378-2163

Austin
Rios-Valdez, Rosa, Mgr., Econ. Dev.
Lower Colorado River Auth.
P.O. Box 220, 78767
512/473-3399

Beaumont
Williams, Malcolm M., Bus. Dev. Mgr.
Gulf States Utilities Co.
P.O. Box 2951, 77704
409/839-2165

Cleburne
Moss, Lloyd E, & C.I.D., Mgr.
City of Cleburne
P.O. Box 657, 76031
817/641-3321

Corpus Christi
Miller, Bruce W., Mgr.
Central Power & Light Co.
P.O. Box 2121, 78403
512/881-5698
Bee, Ed, C.I.D., V.P.
Corpus Christi Area Econ. Dev. Corp.
1201 N. Shoreline Dr.
P.O. Box 640, 78403
512/883-5571

Dallas
Nelson, Larry, Dir.
Lone Star Gas Company
301 S. Harwood St., 75201
214/741-3711
Davis, Jr., Davis, Dir., Econ. Dev.
Texas Power & Light
P.O. Box 660268, 75266-0238
214/954-5514

Dumas
Grist, John
Moore County Dev.
P.O. Box 324, 79029
806/935-6866

El Paso
Higgins, Denise K., Dir.
Ind. Energy Development
El Paso Electric Co.
303 N. Oregon, P.O. Box 982, 79960
915/532-8282
Page, Charles H., III, Exec. Dir.
El Paso Ind. Dev. Corp.
9 Civic Center Plaza, 79901
915/532-8281

Farmers Branch
Nicols, Norma, Dir.
City of Farmers Branch
P.O. Box 819010, 75381-9010
214/247-3131

Fort Worth
Brooks, Norman, G., Field Ops. Dir.
Prop. Mgt. Div.
Burlington Northern Railroad
3300 Continental Plz.
777 Main St., 76102
817/878-1506
Beck, Terry
Texas-New Mexico Power Co.
P.O. Box 2943, 76113
817/731-0099
Sterling, Wayne L., Group V.P., Econ. Dev.
Fort Worth Chamber of Comm.
777 Taylor St., 76102-4920
817/336-2491

Freeport
Pendleton, Charles L., Pres.
Brazosport Econ. Dev. Corp.
200 W. Second St.
Suite 305, 77541
409/239-2416

Garland
Boster, Barbara R., C.I.D., Dir.
Garland Econ. Dev.
3960 Broadway, Ste. 200, 75043
214/494-7145

Harlingen
Rath, Linda, Exec. V.P.
Harlingen Area Chamber of Comm.
P.O. Box 189, 78551
512/423-5440

Houston
Fuller, Kent, Econ. Dev. Mgr.
Houston Econ. Dev. Council
1100 Milam Bldg.
24th Fl., 77002
713/651-7216
Brown, George
Friendswood Dev. Co.
One Corporate Plaza
2525 Bay Area Blvd., 77058
713/486-2813

Van Ness, Dudley, Natl. Sales Spvr.
Houston Lighting & Power
P.O. Box 1700, 77001
713/623-3380

Lewisville
Sheffield, E. H., Pres.
Lewisville Cham. of Comm.
P.O. Box 416, 233 Main, 75067
214/436-9571

Lu[illegible]k
Pr[illegible]her, Laurin, Pres.
Lubbock Board of City Dev.
2005 Broadway
P.O. Box 5948, 79417
214/757-4444

McAllen
Birkhead, Frank, C.I.D., Exec. V.P.
McAllen Ind. Board
10 N. Broadway,
P.O. Box 790, 78502
512/682-2875

Mesquite
Mardis, Janet, Dir.
Mesquite C. of C.
617 Ebrite, P.O. Box 115, 75149
214/285-0211

Midland
Crider, Jim, Dir.
Midland Chamber of Comm.
Econ. Dev. Dept.
P.O. Box 1890, 79702
915/683-3381

Port Arthur
Cohick, Larry, Pres.
Southeast Texas, Inc.
8200 Highway 69, 77640
409/722-1521

San Antonio
Coleman, Stephanie A. Pres.
San Antonio Econ. Dev. Fdtn.
P.O. Box 1628, 78296
512/226-1934

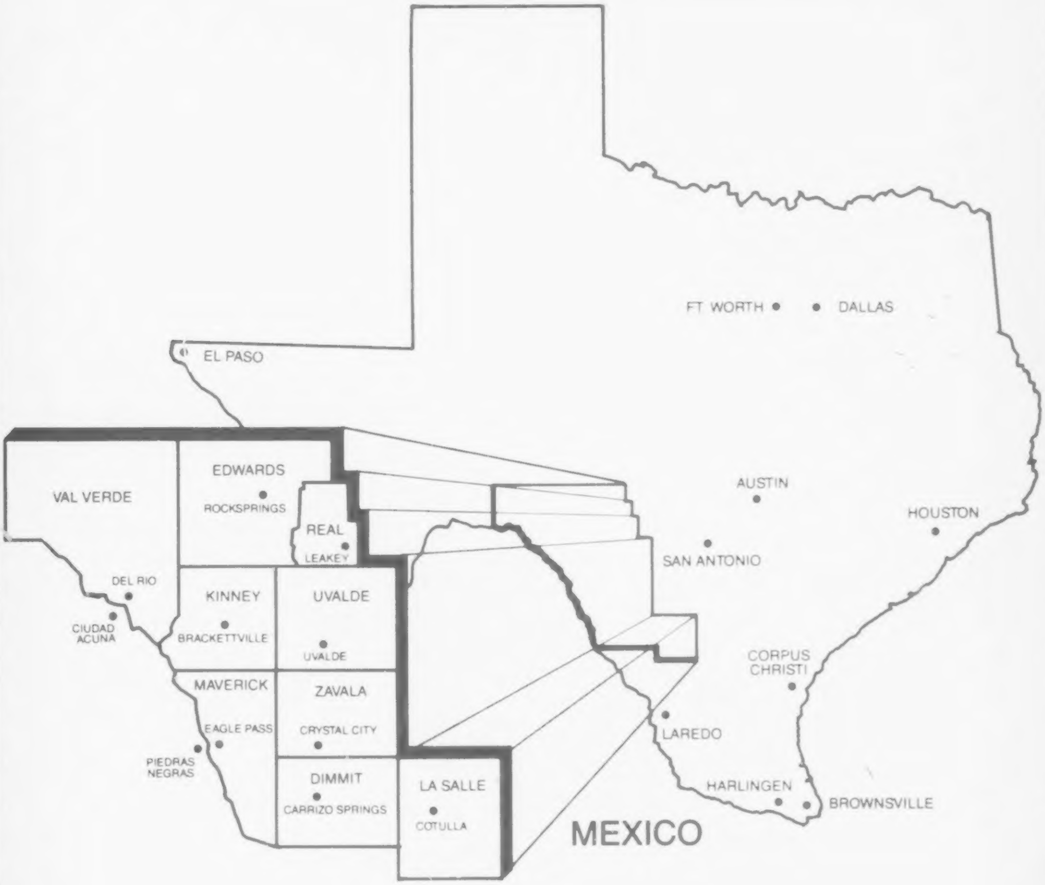
Uvalde
Davenport, Greg, Dir.
Mid. Rio Grande Reg. of TX
209 North Getty, 78801
512/278-2527

Waco
Cleveland, Curtis, Econ. Dev. V.P.
Gtr. Waco Chamber of Comm.
P.O. Box 1220, 76703
817/752-6551
Holt, K. Paul, Deputy Econ. Dir.
Heart of Texas Private Ind. Council
320 Franklin Ave., 76701
817/756-6631

Wichita Falls
Lawson, Michael M., Exec. V.P.
Board of Commerce & Industry
P.O. Box 1860, 76307
817/723-2741

THE MAQUILA CORRIDOR

MIDDLE RIO GRANDE REGION


EL PASO
FT WORTH
DALLAS
AUSTIN
HOUSTON
SAN ANTONIO
CORPUS CHRISTI
LAREDO
HARLINGEN
BROWNSVILLE
MEXICO
VAL VERDE
EDWARDS
ROCKSPRINGS
REAL
LEAKEY
DEL RIO
CIUDAD ACUNA
KINNEY
BRACKETTVILLE
UVALDE
UVALDE
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PIEDRAS NEGRAS
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Strategic Location: Shortest average distance to major Texas and U.S. Markets of any maquiladora location. Direct highway and rail network to market centers and seaport.

Job Training: On-the-job training, classroom training or customized training provided by an award-winning JTPA program.

Proven Success: More than 30 Maquila operations have put our excellent labor force and well-developed infrastructure to work for them.

One Stop Clearinghouse: Assistance in site selection, financial packaging, marketing, incentive packaging, local liaison, and referrals at no cost to the developer.

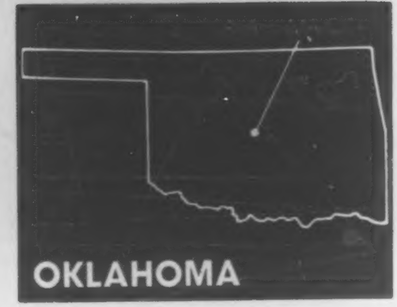
For more information or to arrange a tour of the Middle Rio Grande region contact:

Greg Davenport
Director of Economic Development
(512) 278-2527

Juan Pablo Velez
JTPA Director
(512) 876-3533

MIDDLE RIO GRANDE DEVELOPMENT COUNCIL
Michael Patterson, Executive Director
P.O. BOX 1199 • CARRIZO SPRINGS, TEXAS 78834
(512) 876-3533

Circle 66 on Brochure Service Card



STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land, & equip.
- Free port law
- Aid for job training

Tax rates:

Corporate income tax	5%
Personal income tax	6% maximum
Sales tax	4%
Franchise & incorp tax	$1.25/M; $20,000 maximum
Inventory tax	local
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	25
Two-year or junior colleges	17
Vocational & business schools	42

Medical facilities:

Hospitals	163
Clinics	NA

Labor analysis:

Civilian labor force	1,550,800 (12/87)
High school graduates	35,514 (1987)
Mfg. workers in unions	15.3%

For additional labor market information, contact Employ. Security Commission, Will Rogers Memorial Office Bldg., Oklahoma City, OK 73105, 405/557-7111

Environment controls:

Air pollution, solid, & industrial waste: Dpty. Cmsr., Environ. Health Services, 10th & Stonewall, Oklahoma City, OK 73105, 405/271-5220

Water pollution: Dir., Oklahoma Water Quality Service (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
OKLAHOMA	3,025.3	3,360.4
Bartlesville	34.6	NA
Broken Arrow	35.8	NA
Del City	28.4	NA
Edmond	34.6	NA
Enid	50.4	53.1
Lawton	80.1	87.8
Midwest City	49.6	54.2
Moore	35.1	NA
Muskogee	40.0	42.9
Norman	68.0	78.5
Oklahoma City	403.2	451.4
Ponca City	26.2	NA
Shawnee	26.5	29.1
Stillwater	38.3	NA
Tulsa	360.9	378.6

Tulsa's Right.
In The Middle.

Tulsa's been the center of attention lately. Why? Find out which successful companies have made Tulsa their business center. Write or call Mickey Thompson, Metropolitan Tulsa Chamber of Commerce, 616 S. Boston, Tulsa, OK 74119. 918 585-1201.

Better yet, come to Tulsa in person. (We'd meet you halfway, but we're already there.)

Tulsa's Out To Change Your State Of Mind.

Circle 69 on Brochure Service Card

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Enid	62.8	66.0
Fort Smith, AR/OK	162.5	180.0
Lawton	112.5	118.7
Oklahoma City	861.0	993.1
Tulsa	689.6	746.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA	159.8	40.8	10.00
Oklahoma City	48.7	39.8	11.02
Tulsa	49.9	41.7	10.69

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Oklahoma City 8/86
Office, professional, & technical	
Payroll clerks	$ 8.01
Accounting clerks	7.81
File clerks	5.55
Typists	6.15
Key entry operators	6.96
Secretaries	9.01
Stenographers	NA
Switchbd opr-recept's	6.22
Word processors	7.15
Drafters	9.28
Electronics technicians	NA
Computer operators	8.14
Computer programmers	12.05
Computer systems analysts	15.51
Maintenance & powerplant	
Carpenters	NA
Electricians	14.34
Engineers, stationary	13.20
Machinists	NA
Mechanics (machinery)	11.29
Tool & die makers	14.65
Custodial & material movement	
Guards	5.59
Janitors, porters & cleaners	5.51
Laborers, material handling	6.97
Shippers & receivers	8.79
Truckdrivers	9.04
Forklift operators	10.44

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	46.7	36.3	11.26
MANUFACTURING	172.4	41.3	9.86
DURABLE GOODS	109.3	42.1	10.22
Lumber & wood prods.-SIC 24	2.9	NA	NA
Stone, clay, & glass prods.-SIC 32	11.0	42.1	10.33
Primary metal industries-SIC 33	4.2	42.9	9.59
Fabricated metal products-SIC 34	17.0	40.4	9.25
Machinery, except electrical-SIC 35	36.9	43.5	9.68

Electrical & electronic equip.-SIC 36	10.2	40.5	9.74
Transportation equipment-SIC 37	20.8	42.0	13.03
Instruments & related prods.-SIC 38	2.5	43.1	9.83

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OKLAHOMA	1,541.7	92.7	6.0
Enid	29.3	1.5	5.2
Lawton	47.7	2.0	4.3
Oklahoma City	500.7	26.1	5.2
Tulsa	353.4	23.6	6.7

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bartlesville 1, 3 (Tulsa)
Broken Arrow 3 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1-3, 12
Lawton 2, 3, 7, 10
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 2-4 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1-3, 6, 8, 9, 11, 13-17
Ponca City 1, 12
Shawnee 1, 3 (Oklahoma City)
Stillwater 1 (Oklahoma City)
Tulsa 1-6, 8, 9, 11-17

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Missouri-Kansas-Texas R.R. Co.
4. Union Pacific Railroad

Airlines

5. Air Midwest
6. American
7. American Eagle
8. Continental
9. Delta
10. Delta Connection-Atlantic Southeast
11. Eastern
12. Exec Express
13. Northwest
14. Southwest Airlines
15. Sunworld Int'l Airways
16. TWA
17. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	50	3,400
Portland	1,700	79,600
Clays	1,120	2,647
Gem stones	NA	W
Gypsum	1,766	13,771
Sand & gravel (construction)	10,600	26,000
Stone:		
Crushed	30,900	102,100
Dimension	19	913
Combined value of feldspar, iodine, lime, pumice, salt (1985), sand and gravel (industrial), tripoli, and value indicated by symbol W		29,403
Total 1986 (preliminary)		257,834

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bartlesville	35	82	3842	1886
Enid	35	84	3764	2075
Lawton	39	84	3237	2216
Muskogee	38	83	3409	2038
Oklahoma City	36	82	3735	1914
Ponca City	32	83	4279	1886
Stillwater	35	82	3793	1920
Tulsa	35	83	3731	2043

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bartlesville — 7e, 3g
Broken Arrow — 7e
Del City — 4e
Edmond — 2e
Enid — 4e, 5g
Lawton — 7e, 1g
Midwest City — 4e
Moore — 4e
Muskogee — 4e, 5g
Norman — 4e, 5g
Oklahoma City — 4e, 5g
Ponca City — 6e, 5g
Shawnee — 4e, 5g
Stillwater — 8e, 5g
Tulsa — 7e, 5g

1. Arkansas Louisiana Gas Co.
   206 N. Hudson, Ste. 500, P.O. Box 839, Altus, OK 73522
2. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034
3. Kansas Power & Light Co. 818
   Kansas Ave., Box 889, Topeka, KS 66601
4. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City 73102
5. ONEOK Inc.
   100 W. 5th St., Tulsa 74103
6. Ponca City Mun. Lt. Dept.
   1400 N. Union, Box 1450, Ponca City 74602
7. Public Service Co. of OK
   212 E. 6th St., Tulsa 74119
8. Stillwater Electric Dept.
   723 S. Lewis, Box 1449, Stillwater 74076

Utilities serving cities under 25,000:

KAMO Elec. Co-op, Inc.
B. Dean Singer, Gen. Mgr.
P.O. Drawer 577, Vinita 74301
918/256-5551

Western Farmers Elec. Co-op
James Pendergrass, Gen. Mgr.
P.O. Box 429, Anadarko 73005
405/247-3351

DEVELOPMENT COUNSELORS:

State Development Agency

Paulsen, Don, Exec. Dir.
Okla. Dept. of Commerce
6601 Broadway Ext., Ste. 203
Oklahoma City, OK 73116-8214
405/843-9770
800/443-OKLA

Areas & Others

Ardmore
Stucky, Wes,
Ardmore Dev. Authority
P.O. Box 1585, 73402
405/223-6162

Bartlesville
Dennis, Larry, Pres.
Bartlesville Cham. of Comm.
P.O. Box 2366, 74005
918/336-8708

Edmond
Stanford, Buddy, Exec. Dir.
Edmond Ind. Dev. Assoc.
P.O. Box 2347, 73083
405/340-0116

Enid
Michalski, Michael C., Pres. & CEO
Gtr. Enid Cham. of Comm.
P.O. Box 908
210 Kenwood Blvd, 73702
405/237-2494

El Reno
Rainey, Ron Eugene, Exec. V.P.
El Reno Cham. of Comm.
P.O. Box 67, 73036
405/262-1188

Oklahoma City
Rector, Jack, Mgr.
Dept. of Community Dev.
Oklahoma Gas & Electric Co.
P.O. Box 321, 73101
405/272-3460
Strasbaugh, Paul B., Exec. V.P.
Oklahoma City Econ. Dev. Fdtn., Inc.
4 Santa Fe Plz., 73102
405/232-8955
Marxs, Gary, Mgr., Econ. Dev.
Oklahoma Gas & Electric Co.
P.O. Box 321, 73102
405/272-3460

Tulsa
Coe, Kenneth H., Ind. Dev. Consultant
Okla. Natural Gas Co.
P.O. Box 871, 74101
918/588-7547
Jackson, Bob, Ind. Dev. Coord.
Public Service Co. of Oklahoma
P.O. Box 201, 74102
918/599-2289
Weddle, Rick, V.P.
Econ. Dev. Div.
Metro Tulsa Chamber of Comm.
616 S. Boston Ave., 74119
918/585-1201
Jackson, Bob,
Public Service of Oklahoma
P.O. Box 201, 74102
918/599-2289

MOUNTAIN STATES

- ARIZONA
- COLORADO
- IDAHO
- MONTANA
- NEVADA
- NEW MEXICO
- UTAH
- WYOMING

Regional Review

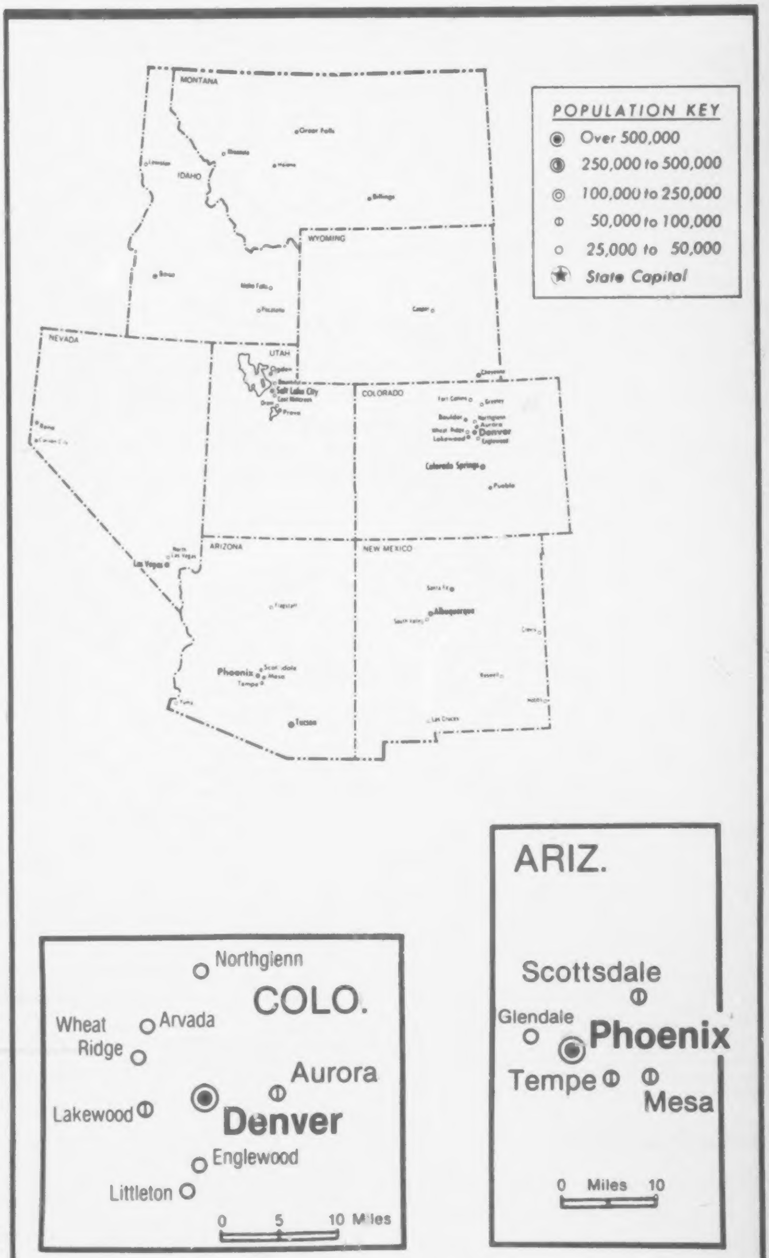
Following are summaries of some of the events affecting site location in each of the Mountain States in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Arizona. For the second year in a row, *Inc.* magazine rated Arizona number one for its number of new jobs, its number of new companies, and its climate for growth. The survey, entitled the "Annual Report on the States," showed that the state had the highest job growth rate in the nation from 1983 to 1987, with a 32.18% gain in employment (the U.S. average for that period was 13.17%). The new-business birth rate was also the nation's highest at 3.80%; the percent of fast-growth companies was third-highest at 3.57%.

Arizona's population grew 22.1% from 1980 to 1986, and it is projected to increase 15% between 1985 and 1990. Between 1980 and 1986 nearly 281,000 new jobs were created in the state, which was a 36.1% increase.

The top industries in the state are services, retail trade, state and local government, manufacturing, and construction, in that order. From 1986 to 1987, services employment increased by 12,000 jobs, wholesale and retail trade employment increased by 6,600 jobs, and government employment increased by 9,600 jobs. Manufacturing and construction jobs decreased by 4,000 and 12,000 respectively last year.

Colorado. According to the Economic Development Council of Metro Denver South/Douglas County, "Colorado's economy is fueled by a $5.4-billion tourism industry, attracting 25.9 million visitors each year. This quality-of-life


MONTANA
IDAHO
WYOMING
NEVADA
UTAH
COLORADO
ARIZONA
NEW MEXICO
Great Falls
Helena
Billings
Boise
Idaho Falls
Pocatello
Casper
Cheyenne
Ogden
Salt Lake City
Provo
Reno
Las Vegas
Fort Collins
Greeley
Boulder
Denver
Colorado Springs
Pueblo
Santa Fe
Albuquerque
Flagstaff
Phoenix
Scottsdale
Mesa
Tempe
Tucson
Yuma
Las Cruces
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
COLO.
Northglenn
Wheat Ridge
Arvada
Aurora
Lakewood
Denver
Englewood
Littleton
0 5 10 Miles
ARIZ.
Scottsdale
Glendale
Phoenix
Tempe
Mesa
0 Miles 10

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backdrop has been a key factor in the state being the nation's seventh-fastest growing region for the last decade. With a population of 3,630,000 and a per-capita income of $15,234, [Colorado] is number one in the nation for adults holding higher-education degrees. In addition, the number of scientists and engineers as a percentage of the work force of 1,694,000, is 60% above the national average."

The state's economy benefitted from the $43.892-billion generated in state retail and wholesale sales in 1986. And, 40% of Colorado's new manufacturing and research and development jobs were in the high-growth high-technology and aerospace industries.

Governor Roy Romer has stressed economic development since he took office last year. He has initiated a job-creation program, established trade missions in Taiwan and Japan, and allocated money for an advertising and marketing program, among other things.

Idaho. Legislation actions during Idaho's 1987 session included adoption of reforms to the state's tort statutes and related insurance statutes, and the adoption of changes that bring the Idaho Income Tax Act into conformity with the Tax Reform Act of 1987.

Other activities affecting new-business development included an increase of more than 9% in state funding for grade-school education for fiscal 1988 and a more than 15% increase for higher education. In addition, the newly created Department of Commerce received a major increase in funding for economic development efforts, allowing for a quadrupling of efforts in services to new and existing industries, as well as new initiatives in international trade.

Corporations opening new facilities and creating 100+ jobs in the state in 1987 included Trus Joist, Advanced Input Devices, Hagadore Hospitality, Micron Technology, and NuWest.

Montana. Montana has been having difficulty in the past few years because of its reliance on agriculture, energy, and mining.

To encourage new business and assist existing business, the state legislature passed some tax-relief measures in 1987. A five-year grace period is now offered on corporate taxes, and research and development firms received a cut in property taxes, from 11% to 3%.

Other recent tax changes include a 4% accommodations tax to raise funds to promote tourism with national television campaigns.

The state was ranked 15th in the nation in teacher-salary and graduation rates in 1986. The average yearly wage for a teacher was $23,206, versus the national average of $26,551. The percentage of high-school students that graduated was 87.2%, well above the national average of 71.5%.

Nevada. Jeane Towne, the director of client services at the Nevada Commission on Economic Services, reports that in the last five years, 11,946 new primary jobs have been created in non-tourism sectors. This amounts to over 41,811 new jobs using the standard multiplier.

An emerging source of revenue in the state is motion-picture and television production. "We have gone from $5.6 million spent by film producers in Nevada in 1982-1983, to over $40 million in 1986-1987," according to Ms. Towne. "We now have regular television series filming in northern and southern Nevada." As a result, *The Hollywood Reporter* ranked the state 10th in film production among the states.

Legislation passed in 1987 included a provision for confidentiality of certain records of the Commission on Economic Development. Personal liability of corporate directors was limited, and certain financial arrangements will now be allowed for persons indemnified by corporations. In addition, the director of the Department of Commerce was authorized to issue revenue bonds for venture capital.

New Mexico. Nearly one-third of the state's population works in Albuquerque. While the city has not been as badly hurt by the slump in oil and mining as the state has, the city's economy is slowing down. *Inc.* magazine's "Annual Ranking of America's Cities" rated the city 14th overall in new businesses, employment growth, and high-growth companies. It was at 12th place the year before.

The rest of the state hasn't been as fortunate. Unemployment was at 8.9% in 1987—the fifth-highest in the nation. Job growth was 3.6%—30th in the U.S.

Despite these figures, experts say the state has survived the economic downturn. Natural gas prices are strong, and the state is attracting high-tech and defense-related industries.

Utah. "Utah's business climate is dynamic and progressive. Not only have several aerospace contractors announced relocation in Utah, but Utah is also expanding from within." This is according to M. Kirk Green, urban marketing director at the Utah Economic Development Division.

Legislation in 1987 in the state included a decrease in regulations on business. Other activity included the appointment by Governor Norman H. Bangerter of the Pioneer Partnership to attract high-tech industries, and of the Economic Development Coordinating Committee.

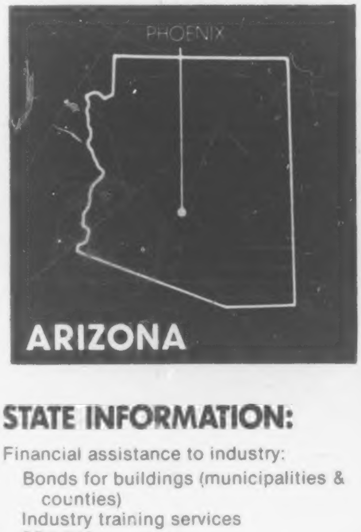
Corporations that opened new facilities in the state and that created more than 100 new jobs last year included McDonnel Douglas, SPS Technologies, and Western Gear.

The state placed 15th in *Inc.* magazine's survey; the rating was based on a 14.98% increase in job growth, a 2.54% business birth rate, and a 2.68% rate of fast-growth companies. These figures are based on changes from 1983 to 1987.

Wyoming. As an energy-based economy, Wyoming has suffered over the last five years because of the nationwide energy slump. However, economists predict the state's economy is slowly coming back. The extremely low tax burden and positive business climate in the state should help this recovery.

In 1987 the state legislature initiated the Economic Development Loan Program to assist new companies and to help existing companies expand. In addition, approval was received for increased funding for the economic development agency; for an enhanced international trade program; for increased travel and tourism promotion; and for creation of the science, Technology, and Energy Authority to research and develop new products.

The state opened a trade office in Taiwan last year to sell Wyoming products overseas. There has been an active pursuit of tourism from Japan and Taiwan, as well. ☐



STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings (municipalities & counties)
- Industry training services
- SBA-503 program
- SBA-504 program
- UDAG program
- Revolving loan programs
- Industrial development bonds

ARIZONA

For further information, contact:
John Lopach, Dir.
Community Finance
Arizona Dept. of Commerce
1700 West Washington, 5th Floor
Phoenix, AZ 85007
602/255-5705

State tax rates:

Corporate income tax .....$350.00 plus 10% of amt. over $6,000
Personal income tax .. 8% of $6,738 or more
Personal property tax assessment ratio 10%
Sales tax 5%
(no sales tax on machinery and equip. used directly in mfg.)
Incorporation tax ....none
Franchise tax ....none
Inventory tax ....none
Gasoline tax .... $.16/gal.
Worldwide unitary tax ....none
Commercial and industrial tax assessment ratio 25%
Use tax 5%

Advanced education facilities:

Four-year colleges & universities 6
Two-year or junior colleges..............19
Vocational & business schools......250

For additional labor market information, contact Research Admin., AZ Dept. of Econ. Security, Site Code 733A, P.O. Box 6123, Phoenix, AZ 85005

For additional industry training programs information, contact Alice W. Snell, Dir. of Industry Training Services, AZ Dept. of Education, 1535 West Jefferson, Phoenix, AZ 85007

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ARIZONA	2,717.9	3,327.4
Flagstaff	34.6	NA
Glendale	97.0	128.6
Mesa	152.5	236.9
Phoenix	764.9	933.8
Scottsdale	88.4	113.2
Sierra Vista	26.0	NA
Tempe	106.7	134.8
Tucson	330.5	377.9
Yuma	42.4	45.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Phoenix	1,508.0	1,916.2
Tucson	531.3	616.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA	186.1	40.6	10.05
Phoenix	135.1	NA	NA
Tucson	30.3	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARIZONA	1,658.4	91.2	5.5
Phoenix	1,034.7	48.2	4.7
Tucson	317.9	14.5	4.6

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	110.4	36.2	11.84
MANUFACTURING	180.7	40.9	9.47
DURABLE GOODS	142.9	NA	NA
Lumber & wood prods.-SIC 24	7.4	NA	NA
Stone, clay, & glass prods.-SIC 32	7.9	NA	NA
Primary metal industries-SIC 33	7.8	40.0	12.64
Fabricated metal products-SIC 34	9.4	NA	NA
Machinery-SIC 35	68.4	38.9	8.56

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Flagstaff 1, 9, 14
Glendale 1 (Phoenix)
Mesa 2 (Phoenix)
Phoenix 1, 2, 4-15, 17-26, 28-30
Scottsdale (Phoenix)
Sierra Vista (24 through Douglas)
Tempe 2, 16
Tucson 2, 3, 6, 7, 9, 10, 12, 13, 15, 20, 23, 26-30
Yuma 2, 8, 9, 14

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Southern Pacific Trans. Co.

Airlines

3. Aeromexico
4. Air L.A.
5. Air Sedona
6. Alaska Airlines
7. American
8. American Eagle
9. America West
10. Braniff
11. Braniff Express—Havasu
12. Continental
13. Delta
14. Delta Connection—Sky West Airlines
15. Eastern
16. Exec Express
17. Golden Pacific
18. Mesa Airlines
19. Midway Airlines, Inc.
20. Northwest
21. Northwest Airlink
22. Piedmont
23. PSA Pacific Southwest
24. Sierra Vista Aviation
25. Southwest Airlines
26. Stateswest Airlines
27. Sunworld Int'l. Airlines
28. TWA
29. United
30. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	249	1,499
Copper — metric tons (recov. cont. of ores, etc.)	797,356	1,165,729
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	63,334	23,370
Gypsum	279	2,168
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	435	19,403
Molybdenum — thou. lbs. (cont. of concentrate)	W	W
Pumice	W	2
Salt	45	68
Sand & gravel (construction)	30,700	113,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	4,812	25,983
Stone (crushed)	5,600	25,100
Combined value of diatomite (1986), perlite, pyrites (1985), sand and gravel (industrial), stone (dimension), and values indicated by symbol W		189,970
Total 1986 (preliminary)		1,566,292

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Flagstaff	28	66	7254	127
Mesa	51	90	1598	3297
Phoenix	52	92	1442	3746
Tempe	51	90	1654	3160
Tucson	51	86	1734	2840
Yuma	56	94	983	4244

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Flagstaff — 1e, 4g
Glendale — 1e, 3e, 5g
Mesa — 2eg, 3e, 5g
Phoenix — 1e, 3e, 5g
Scottsdale — 1e, 3e, 5g
Sierra Vista — 5g
Tempe — 1e, 3e, 5g
Tucson — 6e, 5g
Yuma — 1e, 5g

1. Arizona Public Service Co.
   411 N. Central Ave., Phoenix 85004
2. Mesa City Utilities (Electric)
   730 N. Mesa Dr., Box 1466,
   Mesa 85201; (Gas) 55 N. Center,
   Mesa 85201-0904
3. Salt River Project Agricultural
   Improvement & Power Dist.
   Box 52025, Phoenix 85072-2025
4. Southern Union Co. & Consolidated
   Subsidiaries
   1800 InterFirst Two Bldg., Dallas, TX
   75270
5. Southwest Gas Corp.
   5241 Spring Mt. Road, Las Vegas,
   NV 89102
6. Tucson Elect[illegible] Power Co.
   220 W. 6th St., Box 711, Tucson
   85702

Utility serving cities under 25,000:

Arizona Elec. Power Co-op, Inc.
J. B. Flanders, Gen. Mgr.
P.O. Box 670, Benson 85602
602/586-3631

DEVELOPMENT COUNSELORS:

State Development Agency

Segersten, Charles L., Jr.
Bus. Dev. Mgr.
Arizona Dept. of Commerce
1700 W. Washington, 4th Fl.
Phoenix, 85007
602/255-5374

Areas & Others

Cottonwood
Sesow, Peter
Verde Valley Cham. of Comm.
1010 S. Main, 86326
602/634-7593

Glendale
Jonland, Stephen, Exec. V.P.
Glendale Cham. of Comm.
7105 North 59th St.
P.O. Box 249, 85311
602/937-4754

Mesa
Domzalski, Joseph M., Pres.
MEGACORP
100 N. Center St., 85201
602/834-2398
Fairman, Jeffrey, Dir.
Mesa Cham. of Comm.
120 N. Center, 85201
602/969-1307
Alber, Mary Ann
Superstition Springs Dev. Co.
1517 S. Power Rd., 85206
602/890-5682

Phoenix
Callan, Thomas J., V.P. Econ. Dev.
Valley National Bank
P.O. Box 71 — A758, 85001
602/261-2246
Nelson, James B., Area Dev. Rep.
Salt River Project
P.O. Box 52025, 85072-2025
602/236-5088
Wiggs, Paul, Mgr., Econ. Dev.
Econ. Dev. Dept.
Arizona Public Service
P.O. Box 53999, 85072-3999
602/250-3116

Scalise, Judie, V.P.
Arizona Bank
P.O. Box 2511, 85002
602/262-2437

Tempe
Owens, Reginald, Pres.
Triad International Group, Ltd.
1631 E. Guadulupe, 85283
602/756-6000

Tucson
Stephenson, William V., C.I.D., Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705-8268
602/623-3673

Yuma
Fuller, Leonard, Exec. Dir.
Yuma Econ. Dev. Corp.
P.O. Box 1750, 85364
602/783-0193

DENVER
COLORADO

STATE INFORMATION:

Financial assistance to industry:
- Direct state bonds for building & equipment (limited purposes)
- Bonds for buildings, municipal or county
- Bonds for pollution control, municipal or county
- Aid for job training

Tax rates:

Corporate income tax	5.25% on first $50,000; 5.50% from $50-200,000; 6.00% on $200,000 and over
Personal income tax	5% flat tax
Sales tax	3%-7%
Franchise & incorp. filing fee (initial)	$11-40/yr.
Inventory tax	none
Gasoline tax	$.18/gal.

Advanced education facilities (public only):

Four-year colleges & universities	13
Two-year or junior colleges	17
Vocational & business schools	7

Medical facilities:

General hospitals	93
Licensed emergency clinics	30

Labor analysis:

Civilian labor force	1,689,413 (1987 avg.)
High school graduates (public schools only)	33,604

For additional information, contact Labor Market Information, 1330 Fox St., Denver, CO 80204, 303/620-4554

Environment controls:

Air pollution: Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver, CO 80220, 303/320-8333

Water pollution: Water Quality Control Div (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
COLORADO	2,88[illegible]	3,300.1
Arvada	84.6	94.6
Aurora	158.6	208.3
Boulder	76.7	80.2
Colorado Springs	215.2	264.6
Denver	491.4	508.0
Englewood	30.0	NA
Fort Collins	64.6	77.0
Grand Junction	28.1	NA
Greeley	53.0	57.4
Lakewood	112.8	123.9
Littleton	28.6	NA
Longmont	42.9	50.9
Loveland	30.2	37.0
North Glenn	29.8	NA
Pueblo	101.7	100.2
Thornton	40.3	48.5
Westminster	50.2	63.2
Wheat Ridge	30.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
*Boulder - Longmont	190.0	217.6
Colorado Springs	317.5	372.0
*Denver	1,429.0	1,649.4
Fort Collins-Loveland	149.2	181.1
Greeley	123.4	137.8
Pueblo	126.0	125.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
COLORADO	184.1	39.8	9.97
Denver	93.9	40.1	10.80

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
COLORADO	1,692.7	102.2	6.0
Boulder-Longmont	133.5	5.7	4.3
Denver	900.9	51.1	5.7

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	85.6	37.7	12.44

COLORADO

MANUFACTURING		
193.3	40.2	9.52
DURABLE GOODS		
123.5	40.8	9.60
Lumber & furniture-SIC 24		
7.1	NA	NA
Stone, clay, & glass prods.-SIC 32		
9.8	NA	NA
Primary & fabricated metals-SIC 33		
14.7	NA	NA
Machinery, except electrical-SIC 35		
25.4	NA	NA
Electrical & electronic equip.-SIC 36		
24.9	NA	NA
Transportation equipment-SIC 37		
16.6	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Denver-Boulder 12/85
Office, professional, & technical	
Payroll clerks	$ 8.14
Accounting clerks	7.53
File clerks	5.95
Typists	7.09
Key entry operators	7.44
Secretaries	9.65
Stenographers	9.25
Switchbd opr-recept's	6.84
Drafters	10.08
Electronics technicians	12.48
Computer operators	10.25
Computer programmers	14.06
Computer systems analysts	15.61
Maintenance & powerplant	
Carpenters	12.41
Electricians	14.01
Engineers, stationary	13.88
Machinists	13.50
Mechanics (machinery)	12.60
Tool & die makers	13.93
Custodial & material movement	
Guards	5.29
Janitors, porters & cleaners	5.08
Laborers, mat'l handling	9.44
Shippers & receivers	8.63
Truckdrivers	10.27
Forklift operators	11.45

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Arvada 2, 4 (Denver)
Aurora (Denver)
Boulder 2, 6 (Denver)
Colorado Springs 1, 2, 4, 9-13, 17, 22-24
Denver 1-13, 15-25
Englewood 1, 4 (Denver)
Fort Collins 2, 6 (Cheyenne, WY)
Grand Junction 4, 10, 11, 14, 24
Greeley 2, 6 (Denver)
Lakewood (Denver)
Littleton 1, 4 (Denver)
Loveland 2 (Denver)
Northglenn 6 (Denver)
Pueblo 1, 2, 4, 6, 10, 12, 17
Thornton (Denver)
Westminster 2 (Denver)
Wheat Ridge (Denver)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago and North Western Transportation
4. Denver & Rio Grande Western R.R.
5. Illinois Central Gulf Railroad
6. Union Pacific Railroad

Airlines

7. Air Exchange, Inc.
8. Air Midwest
9. American
10. America West
11. Continental
12. Continental Express—Rocky Mountain Airways
13. Delta
14. Delta Connection—Sky West Airlines
15. Eastern
16. GP Express
17. Mesa Airlines
18. Mexicana
19. Midway Airlines, Inc.
20. Northwest
21. Piedmont
22. TWA
23. United
24. United Express—Aspen Airways
25. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	290	1,510
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	186,488	68,814
Gypsum	258	2,012
Sand & gravel (construction)	26,300	81,600
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	754	4,074
Stone:		
Crushed	7,900	29,800
Dimension	4	255
Combined value of cement, copper (1985), iron ore (usable, 1985), lead, lime, molybdenum, peat, perlite, pyrites (1985), sand and gravel (industrial), tin (1985), tungsten ore and concentrate, zinc, and values indicated by symbol W		236,794
Total 1986 (preliminary)		424,859

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Boulder	33	74	5460	790
Colorado Springs	29	71	6346	501
Denver	30	73	6014	680
Fort Collins	27	71	6483	471
Greeley	25	74	6442	647
Lakewood	31	73	5883	639
Pueblo	30	77	5465	1042

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Arvada — 5eg
Aurora — 5eg
Boulder — 5eg
Colorado Springs — 2eg
Denver — 5eg
Englewood — 5eg
Fort Collins — 3e, 5g
Grand Junction — 5eg
Lakewood — 5eg
Littleton — 5eg
Loveland — 4e, 5g
Northglenn — 5eg
Pueblo — 1e, 5g
Thornton — 5eg
Westminster — 5eg
Wheat Ridge — 5eg

1. Centel Electric-Colorado
   115 W. 2nd St., Box 75, Pueblo 81002.
2. Colo. Springs Dept. of Pub. Utilities (Electric) Box 1103, Colorado Springs 80947; (Gas) 101 S. Conejos St., Colorado Springs 80903
3. Ft. Collins Lt. & Power Dept.
   700 Wood St., Box 580, Fort Collins 80522
4. Loveland Electric Dept.
   200 N. Wilson, Loveland 80537
5. Public Service Co. of Colorado
   550 15th St., Denver 80202

Utilities serving cities under 25,000:

Colorado-Ute Elec. Assn., Inc.
Girts Krumins, Pres.
P.O. Box 1149, Montrose 81402
303/249-4501

Tri-State G&T Assn., Inc.
Daniel MacLeod, Gen. Mgr.
P.O. Box 33695, Denver 80233
303/452-6111

DEVELOPMENT COUNSELORS:

State Development Agency

Greuling, John, Bus. Dev. Mgr.
Office of Business Dev.
State of Colorado
1625 Broadway, Ste. 1710
Denver, 80202
303/892-3840

Areas & Others

Aurora
Gade, James P., R.E. Oper. Dir.
Upland Industries Corp.
14001 East Iliff Ave.
Ste. 312, The Forum, 80014
303/369-0800
Whitney, Gregory D., C.I.D., Exec. Dir.
ECO Aurora, Inc.
1470 S. Havana St., Ste. 812, 80012
303/750-2500

Broomfield
Miner, Nelson P., Exec. Dir.
Broomfield Econ. Dev. Corp.
P.O. Box 421, 80020
303/469-7645

Canon City
Dyer, Skip, Exec. Dir.
Fremont Cty. Econ. Dev. Council
P.O. Bin 749, 81212
303/275-2331

Colorado Springs
Devine, Jim
Colo. Springs Econ. Dev. Council
Box B, Dept. 4, 80901
303/471-8183

Denver
Clark, Thomas K., V.P.
Denver Chamber of Comm.
1301 Welton St., 80204
303/534-3211

Keever, Jack A., Pres.
Adams Cty. Econ. Dev.
11990 Grant St., Ste. 101, 80223
303/405-5106

Allen, Neil H., Mgr.
Public Service Co. of Colorado
P.O. Box 840, 80201
303/571-8585

Ft. Collins
Dill, Shelby, Pres.
Ft. Collins Inc.
P.O. Box 1849, 80552
303/221-0861

Grand Junction
Leech, Richard G., Pres.
Mesa Cty. Econ. Dev. Council
2828 H Rd., Walker Airport Term.
81506
303/245-4332

Pueblo
Grimes, David, Exec. Dir.
So. Colorado Econ. Dev. Distr.
720 North Main St.
P.O. Box 1900, 81003
303/545-8680

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control (local)
- Aid for job training
- Private Industry Council O.J.T.
- Industrial revenue bonds
- Investment tax credit of 3%
- Job expansion credit—$500 per job

Tax rates:

Corporate income tax	8%
Federal Internal Revenue Service Code followed with minor exceptions. $20 minimum payment.	
Personal income tax	2%-8.2%
Sales tax (many exemptions)	5%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.145/gal.

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	4
Vocational & business schools	7

Medical facilities:

Hospitals	53
Clinics	NA

Labor analysis:

Civilian labor force	435,600 (12/87)
High school graduates	12,400
Mfg. workers in union	10.25%

Source: Grant Thorton *General Manufacturing Climates 1987*

For additional labor market information, contact Dept. of Employ., P.O. Box 35, 317 Main St., Boise, ID 83735, 208/334-2620

Environment controls:

Air & water pollution: Dept. of Health & Welfare Div. of Environ., 450 W. State St., Boise, ID 83720, 208/334-4059

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
IDAHO	943.9	1,036.5
Boise	102.5	114.0
Idaho Falls	39.6	NA
Lewiston	28.0	NA
Nampa	25.1	NA
Pocatello	46.3	46.1
Twin Falls	26.2	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Boise City	173.0	202.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO	57.0	38.1	9.55
Boise City	10.9	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IDAHO	471.1	24.9	5.3
Boise City	103.3	4.3	4.1

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	15.6	36.6	13.42
MANUFACTURING	55.2	37.8	9.41
DURABLE GOODS	27.1	NA	NA
Lumber & wood prods.-SIC 24	13.6	38.8	10.28
Stone, clay, & glass-SIC 32	0.9	NA	NA
Fabricated metal products-SIC 34	1.8	NA	NA
Machinery, except electrical-SIC 35	6.0	NA	NA
Electrical & electronic equip.-SIC 36	2.8	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boise 2-6, 8-10
Idaho Falls 2, 4, 6, 7
Lewiston 1, 4, 8
Nampa 2 (Boise)
Pocatello 2, 4, 7
Twin Falls 2, 4, 7

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Alaska Airlines
4. Alaska Airlines Commuter-Horizon Airlines
5. Continental
6. Delta
7. Delta Connection-Sky West Airlines
8. Empire Airways
9. Sunworld Intl. Airways
10. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2	W
Copper — metric tons (recov. cont. of ores, etc.)	2,505	3,661
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	74,338	27,431
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	35	2,198
Phosphate rock — thou. metric tons	2,700	80,000
Sand & gravel (construction)	5,600	16,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	11,442	61,786
Stone (crushed)	3,700	12,500

Combined value of antimony, cement garnet (abrasives), gem stones, mo-

lybdenum, perlite, pumice, sand and gravel (industrial), stone (dimension), zinc, and values indicated by the symbol W 36,671
Total 1986 (preliminary) 240,247
* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Boise	30	75	5802	742
Idaho Falls	19	69	7995	288
Lewiston	32	74	5436	734
Pocatello	24	71	7123	445

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boise — 2e, 3g
Idaho Falls — 1e, 3g
Lewiston — 4eg
Nampa — 2e, 3g
Pocatello — 2e, 3g
Twin Falls — 2e, 3g

1. Idaho Falls Elec. Light Div.
Box 220, Idaho Falls 83402
2. Idaho Power Co.
1220 W. Idaho St., Box 70, Boise 83707
3. Intermountain Gas Co.
P.O. Box 7608, Boise 83707
4. Washington Water Power Co.
1411 E. Mission Ave., Box 3727
Spokane, WA 99220

Utility serving cities under 25,000:

Snake River Power Assn., Inc.
Lew R. Greene, Secy.-Treas.
P.O. Box 417, Mackay 83251
208/645-2211

DEVELOPMENT COUNSELORS:

State Development Agency

Director
Idaho Dept. of Commerce
700 W. State Street
Boise, ID 83720
208/334-2470

Areas & Others

Boise
Fernley, Robert W., R.E. Oper., Mgr.
1701 Eastover Terrace
Union Pacific Station
P.O. Box 6766, 83707
208/343-8787
Boyce, Shirl C., Mgr.
Boise Area Cham. of Comm.
P.O. Box 2368, 83701
208/344-5515
Weiser
Kopischkle, Keith R.
Ida-Ore Plng. & Dev Assoc.
P.O. Box 311, 83627
208/322-7033

HELENA
MONTANA

STATE INFORMATION:

Financial assistance to industry:

- Reduced property assessment (up to 50% of taxable value) for first ten years of operation
- Reduced property tax rate for first three years of operation
- Corporate license tax credit for first three years of operation, equal to 1% of new wages paid
- Reduced taxes for pollution control equipment
- No inventory tax
- No property tax on "freeport merchandise," in-transit merchandise stored temporarily in Montana
- Umbrella industrial revenue bonds with long-term, fixed rate, tax exempt financing to businesses for projects under $950,000 (funds to be applied toward land, buildings, or equipment)
- State stand-alone industrial revenue bonds for tax-exempt debt financing of projects over $800,000
- In-state investment of 25% of Montana's coal tax trust fund in small- & medium-sized businesses (approximately $15 million annually)
- In-state debt & equity investment of pension & other trust fund monies
- State-certified Montana Capital Companies to provide venture or equity capital to small Montana businesses
- Renewable energy & water development grant & loan programs
- Business assistance information: training opportunities, federal contract leads, licensing and sources of grant & loan funds. Programs for assistance in financial packaging, marketing, business location, & international trade and introductions to certified communities.
- State-certified community dev. orgs. throughout state

Tax rates:

Corporate income tax	6¾% of net income
Personal income tax	2%-11% of taxable income
Sales tax	none
Incorporation tax	$50
Franchise tax	none
Inventory tax	none
Gasoline tax	$.17/gal.

Advanced education facilities:

Four-year colleges & universities	9
Two-year or junior colleges	3
Vocational & business schools	14

Medical facilities:

Hospitals	60
Clinics	NA

Labor analysis:

Civilian labor force	406,000 (1984)
High-school grads	11,000

For additional information, contact Business Assistance Div., Montana Dept. of Commerce, 1424 Ninth Ave., Capitol Sta., Helena, MT 59620, 406/444-3923.

Environment controls:

Air & water pollution: Donald G. Willems, Admin., Environ. Sciences Div., Montana Dept. of Health & Environ. Sciences, Cogswell Bldg., Capitol Station, Helena, MT 59620, 406/444-3948

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
MONTANA	786.7	841.6
Billings	66.8	73.7
Butte-Silver Bow	37.2	NA
Great Falls	56.7	58.1
Missoula	33.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
Billings	108.0	123.2
Great Falls	80.7	80.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA	21.8	39.4	10.28

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MONTANA	396.0	21.7	6.2

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	11.3	NA	NA
MANUFACTURING	21.7	39.0	10.97
DURABLE GOODS	13.5	39.7	11.22

Area Wage Survey

Average straight-time hourly earnings

Office, professional, & technical	Billings 7/86
Payroll clerks	$ 7.44
Accounting clerks	6.78
File clerks	4.86
Key entry operators	6.69
Secretaries	8.38

Stenographers	NA
Switchbd opr-recept's	5.78
Word processors	6.96
Drafters	10.13
Electronics technicians	14.60
Computer operators	7.50
Computer programmers (business)	NA
Maintenance & powerplant	
Electricians	14.01
Engineers, stationary	13.40
Mechanics (machinery)	12.54
Custodial & material movement	
Janitors, porters & cleaners	6.60
Shippers & receivers	NA
Truckdrivers	12.25

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Billings 1, 5-9
Butte-Silver Bow 1, 2, 6, 8
Great Falls 1, 3-9
Missoula 1, 3, 5-8

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Alaska Airlines Commuter-Horizon Airlines
4. Canadian Arlns. Intl. Commuter-Time Air
5. Continental
6. Delta
7. Northwest
8. Northwest Airlink
9. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	429	16,030
Copper —metric tons (recov. cont. of ores, etc.)	W	W
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	66	5,708
Sand & gravel (construction)	8,500	22,700
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	2,200	6,100
Combined value of barite, cement, iron ore (usable), lime, peat, phosphate rock, sand and gravel (industrial), stone, talc and pyrophyllite, vermiculite, and values indicated by symbol W		224,153
Total 1986 (preliminary)		268,983

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Billings	21	72	7212	553
Great Falls	19	69	7766	391
Missoula	21	67	7839	216

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Billings — 3e, 2g
Butte-Silver Bow — 3eg
Great Falls — 3e, 1g
Missoula — 3eg

1. Great Falls Gas Co.
One 1st Ave. So., Great Falls 59401
2. Montana-Dakota Utilities Co.
400 N. 4th St., Bismarck, ND 58501
3. Montana Power Co.
40 E. Broadway, Butte 59701

Utilities serving cities under 25,000:

Central Montana Elec. Power Co-op, Inc.
James H. Follensbee, Mgr.
P.O. Box 50085, Billings 59105
406/248-7936

Upper Missouri G&T Elec. Co-op, Inc.
William Heit, Mgr.
P.O. Box 1069 Sidney 59270
406/482-4100

DEVELOPMENT COUNSELORS:

State Development Agency

Duffy, William F.
Bus. Recruitment/Loc. Officer
Business Assistance Div.
Montana Dept. of Comm.
1424 9th Ave.
Helena, 59620
406/444-3923

Areas & Others

Billings
Ott, E. Butch, Exec. Dir.
Forward Billings Econ. Dev. Council
P.O. Box 1155, 59103
406/248-7979

Q: How does Wyoming rank in personal state income tax?

A: Just Great! (We don't have personal state income tax.)

wyoming

For all the details contact:
Economic Development and Stabilization Board
Herschler Bldg., Third Floor East, Dept. 87-D
Cheyenne, WY 82002
1-800-262-3425

Circle 71 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings (city, county, & state)
- Bonds for pollution control
- Sales and use tax deferral
- Free port law
- Right-to-work law

Tax rates:
- Corporate income tax....................none
- Personal income tax.....................none
- Property tax......................varies locally
- Sales tax.............5¾% (food for home use, prescribed drugs & medicines, & gasoline are exempt)
- Franchise tax..................................none
- Inventory tax..................................none
- Gasoline tax...................................none

Advanced education facilities:
- Four-year colleges & universities 3
- Two-year or junior colleges.................4
- Vocational & business schools..........4

Medical facilities:
- Hospitals...41
- Clinics..28

Labor analysis:
- Civilian labor force....................510,000
- High-school grads.....................265,700
- Mfg. workers in unions........................ 7.5% (approx.)

For additional labor market information, contact Employ. Security Dept., Capital Complex, Carson City, NV 89710. 702/885-4550

Environment controls:

Air & water pollution: Nevada State Dept. of Conservation & Natural Resources, Nye Bldg., 201 S. Fall St., Carson City, NV 89710, 702/885-4670

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987
NEVADA	799.2	963.9
Carson City	32.0	37.3
Las Vegas	164.7	191.9
North Las Vegas	42.7	48.7
Reno	100.8	111.7
Sparks	40.8	51.3

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1987
Las Vegas	461.8	565.2
Reno	193.6	224.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA	23.8	39.9	9.98
Las Vegas	8.8	39.4	12.83
Reno	8.3	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEVADA	566.1	30.2	5.8
Las Vegas	329.7	18.9	6.2
Reno	138.7	6.3	4.9

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	16.19	NA	NA
MANUFACTURING	21.9	40.4	9.15
DURABLE GOODS	14.3	40.8	9.41
Stone, clay, & glass prods.-SIC 32	1.5	40.1	11.92
Primary metal industries-SIC 33	1.1	40.9	14.49

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Carson City (Reno)
Las Vegas 2-25
North Las Vegas (Las Vegas)
Reno 1, 2, 5-7, 10-13, 17-19, 23, 25
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Union Pacific Railroad

Airlines

3. Air L.A.
4. Air Nevada
5. American
6. American Eagle
7. America West
8. Braniff
9. Braniff Express-Havasu
10. Continental
11. Delta
12. Delta Connection-Sky West Airlines
13. Eastern
14. Golden Pacific
15. Hawaiian Airlines
16. Midway Airlines, Inc.
17. Northwest
18. Northwest Airlink
19. PSA Pacific Southwest
20. Scenic Airlines
21. Southwest Airlines
22. Stateswest Airlines
23. Sunworld Int'l Airways
24. TWA
25. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	260	6,500
Clay (excl. fuller's earth and kaolin)	23	1,372
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	1,897,235	700,088
Gypsum	1,336	10,421
Mercury — 76-lb. flasks	W	W
Sand & gravel:		
Construction	7,800	21,600
Industrial	W	W
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	7,677	41,454
Stone (crushed)	1,500	4,900
Combined value of cement (portland), clays (fuller's earth and kaolin), copper, diatomite, fluorspar, iron ore (usable), lime, lithium compounds, magnesite (1985), molybdenum (1985), perlite, salt, and values indicated by symbol W		118,168
Total 1986 (preliminary)		904,503

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Carson City — 2e, 3g
Las Vegas — 1e, 3g
North Las Vegas — 1e, 3g
Reno — 2e
Sparks — 2e

1. Nevada Power Co.
   6226 W. Sahara Ave., Box 230
   Las Vegas 89151
2. Sierra Pacific Power Co.
   6100 Neil Rd., Box 10100, Reno
   89520-0026
3. Southwest Gas Corp.
   5241 Spring Mtn. Rd., Las Vegas
   89102

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Las Vegas	45	90	2532	3029
Reno	32	70	6030	357

DEVELOPMENT COUNSELORS:

State Development Agency

Grose, Andrew P., Dir.
Commission on Econ. Dev.
Capitol Complex
Carson City, 89710
702/885-4325
or 800/336-1600

Areas & Others

Las Vegas
Dauge, Al, Pres.
Nevada Dev. Authority
3900 Paradise Rd., 89109
800/634-6858
Dykes, Richard, Mktg.
Howard Hughes Properties
P.O. Box 14000, 89156
702/791-4369
O'Neil, Robert
Mar Cor Development
4495 S. Polares, 89103
702/739-9413
Reno
Lynn, Ken, Exec. Dir.
Econ. Dev. Auth. of Western Nev.
P.O. Box 11710, 89510
702/322-4004
Wolfe, Hans R., Area Dev. V.P.
First Interstate Bank of Nev.
P.O. Box 11007, 89520
702/784-3401

STATE INFORMATION:

Financial assistance to industry:
- Revenue bonds for capital asset financing
- Revenue bonds for pollution control
- No inventory tax
- No sales tax on new plants or equipment
- Custom-fit job training
- Right-to-work state

Tax rates:

Corporate income tax	5% taxable income ($50 min.)
Personal income tax	2¾%-7¾%
Sales tax	$6.25%; state 5.09%; local option up to 1.15%
Incorporation tax	NA
Franchise tax	5% of net income
Inventory tax	none
Gasoline tax	$.19/gal.

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	3
Community colleges & vocational schools	10

Medical facilities:

Hospitals	28
Clinics	18

Labor analysis:

Civilian labor force	759,000 (1987)
High-school grads	20,930 (1987)

For additional labor market information, contact Job Service, 174 Social Hall Ave. (P.O.Box 11249), Salt Lake City, UT 84147, 801/533-2400

Environment Controls:

Air pollution: F. Burnell Cordner, Dir., Bureau of Air Quality, P.O. Box 45500, Salt Lake City, 84145, 801/538-6108

Water pollution: Don A. Ostler, Dir., Bureau of Water Pollution Control, (same address as above), 801/538-6146

M. Kirk Green, Economic Development Division, State of Utah, 6150 State Office Building — Dept. 001, Salt Lake City, 84114, 1-800/453-UTAH

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
UTAH	1,461.0	1,704.2
Bountiful	32.9	NA
Logan	26.8	NA
Murray	25.8	NA
Ogden	64.4	70.5
Orem	52.4	61.8
Provo	73.9	77.4
Salt Lake City	163.0	168.4
Sandy City	51.0	65.2
West Jordan	26.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Provo-Orem	218.1	253.9
Salt Lake City-Ogden	936.3	1,052.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH	94.4	40.4	9.86
Salt Lake City-Ogden	61.8	40.6	9.80

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
UTAH	756.3	39.2	5.2
Provo-Orem	100.7	5.1	5.0
Salt Lake City-Ogden	501.5	24.5	4.9

*preliminary figures

Q: How does Wyoming rank in corporate income taxes?

A: Just Great! (We don't have corporate income taxes.)

Wyoming

For all the details contact:
Economic Development and Stabilization Board
Herschler Bldg., Third Floor East, Dept. 87-D
Cheyenne, WY 82002
1-800-262-3425

Circle 71 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Salt Lake City-Ogden 11/85
Office, professional, & technical	
Payroll clerks	$ 7.63
Accounting clerks	6.80
File clerks	4.75
Typists	5.60
Key entry operators	6.76
Secretaries	8.43
Stenographers	NA
Switchbd opr-recept's	5.73
Word processors	7.06
Drafters	10.91
Electronic technicians	10.24
Computer operators	9.58
Computer programmers	12.19
Computer systems analysts	16.39
Maintenance & powerplant	
Carpenters	11.64
Electricians	12.73
Engineers, stationary	13.30
Machinists	12.20
Mechanics (machinery)	10.70
Tool & die makers	13.19
Custodial & material movement	
Guards	4.43
Janitors, porters, & cleaners	[illegible].47
Laborers, material handling	11.11
Shippers & receivers	7.43
Truckdrivers	9.95
Forklift operators	9.46

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	35.7	NA	NA
MANUFACTURING	93.9	40.3	9.40
DURABLE GOODS	65.8	41.8	9.60
Primary metal industries-SIC 33	4.9	41.6	14.20
Fabricated metal prods.-SIC 34	20.3	42.7	8.78
Electrical & electronic equip.-SIC 36	8.5	NA	NA
Transportation equipment-SIC 37	14.3	42.6	11.82

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (S) = Salt Lake City

Bountiful (S)
Logan 3 (S)
Murray 1, 3 (S)
Ogden 1-3 (S)
Orem (Provo)
Provo 1, 3, 5
Salt Lake City 1, 3-15
Sandy City 3 (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western R.R.
2. Southern Pacific Lines
3. Union Pacific Railroad

Airlines

4. Alaska Airlines Commuter-Horizon Airlines
5. Alpine Air
6. American
7. America West
8. Continental
9. Delta
10. Delta Connection-Sky West Airlines
11. Eastern
12. Northwest
13. Pan American
14. TWA
15. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bountiful — 1e, 3g
Logan — 2e, 3g
Murray — 4e, 3g
Ogden — 6e, 3g
Orem — 6e, 3g
Provo — 5e, 3g
Salt Lake City — 6e, 3g
Sandy — 6e, 3g
West Jordan — 6e, 3g

1. Bountiful City Lt. & Power
   198 S. 200 West, Bountiful 84010
2. Logan City Munic. Lt. & Pwr.
   61 W. 100 North, Box 527, Logan 84321
3. Mountain Fuel Supply Co.
   180 E. 1st South, Salt Lake City 84139
4. Murray City Power Dept.
   153 W. 4800 South, Murray City 84107
5. Provo City Power, Dept. of Utilities
   251 W. 800 North, Provo 84601
6. Utah Power & Light Co.
   1407 W. N. Temple St., Box 899, Salt Lake City 84110

Utilities serving cities under 25,000:

Deseret G & T Co-op
Merrill J. Millett, Gen. Mgr.
8722 S. 300 W., Sandy 84070
801/566-1238

Intermountain Consumer Power Assn.
Carolyn S. McNeil, Mgr.
8722 S. 300 W., Sandy 84070
801/566-3933

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Beryllium concentrate	6,000	6
Cement:		
Masonry	2	150
Portland	1,100	63,400
Clays (excl. fuller's earth)	237	1,585
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	457	3,566
Lime	213	11,253
Salt	1,038	31,262
Sand & gravel (construction)	15,900	36,900
Stone (crushed)	4,500	14,100
Combined value of asphalt (native), copper, magnesite (1986), magnesium compounds, molybdenum, phosphate rock, potassium salts, sand and gravel (industrial), silver, sodium sulfate, stone (dimension) and values indicated by symbol W		123,127
Total 1986 (preliminary)		285,349

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ogden	29	77	5866	955
Salt Lake City	29	78	5802	981

DEVELOPMENT COUNSELORS:

State Development Agency

Grant, David J., Dir.
Green, M. Kirk, Urban Dev. Dir.
Utah Econ. Dev. Div.
6150 State Office Bldg.
Salt Lake City, 84114
801/533-3054
or 800/453-8824

Areas & Others

Farmington
Mayfield, Rick, Econ. Dev. Dir.
Davis County
P.O. Box 618, 84025
801/451-3278

Ogden
Jeanselme, C. L., Pres.
Weber Cty. Ind. Dev. Corp.
2404 Washington Blvd., 84401-2316
801/627-1333

Provo
Bradford, Richard M., Exec. V.P.
UVIDA
381 W. 2230 No., Ste. 325, 84604
801/374-9900

Salt Lake City
Yeager, A. H., Coor., Econ. Dev.
Mountain Fuel Supply Co.
180 E. First S., 84139
801/534-5306
Black, Lori
Utah Bus. & Econ. Dev. Div.
6150 State Office Bldg. Dept. 1024
84114
801/533-5325
Wolkins, Don W, Dir. R.E. Oper.
Upland Industries Corp.
170 South Main St.,
Ste. 1650, 84101
801/363-5111

Salt Lake City
Jensen, LaVell J., Dir., Area Dev.
Utah Power & Light
P.O. Box 899, 84110
801/535-4174

STATE INFORMATION:

Financial assistance to industry:

- Below market rate loan program
- State guaranteed 90-10 program for SBA loans
- Industrial revenue bonds
- Development training program: pre-employment training, on-the-job training, recruitment assistance

Tax rates:

Corporate income tax ....4.8% on income up to $500,000 (annual); $24,000 plus 6.4% of the excess over $500,000 on income of $.5-$1 million; $56,000 plus 7.6% of excess over $2 million on income exceeding $2 million.
Personal income tax .... graduated rate
Corporate franchise tax .... $50/yr.
Gross receipts & compensating tax ..... 4.75% with a rate credit allowed for the first two rates of .25% imposed by municipalities
Inventory tax .... business inventories are exempt
Gasoline tax .... $.11/gal.
Free port .... No taxation on raw materials and products stored while in interstate commerce.

Advanced education facilities:

Four-year colleges & universities 10
Two-year or junior colleges...............17
Vocational & business schools........17

Medical facilities:

Hospitals 58
Clinics.. NA

Labor analysis:

Civilian labor force....................687,400
High-school grads.......................17,800

For additional labor market information, contact Employ. Security Dept., P.O. Box 1928, 401 Broadway, N.E., Albuquerque, NM 87103, 505/842-3105

Environment controls:

Air pollution: Health & Environ. Dept., Environ. Improvement Div., Air Quality Bureau, P.O. Box 968, 809 St. Michaels Dr., Santa Fe, NM 87503, 505/984-0200 ext. 390

Water pollution: Health & Environ. Dept., Environ. Improvement Div., Water Pollution Control Bureau, (same address as above), 505/984-0200 ext. 318

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
NEW MEXICO	1,300.0	1,494.2
Albuquerque	331.8	367.0
Carlsbad	25.5	NA
Clovis	31.2	NA
Farmington	30.7	NA
Hobbs	28.8	NA
Las Cruces	45.1	54.0
Roswell	39.7	NA
Santa Fe	48.9	55.3

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
Albuquerque	454.5	476.5
Las Cruces	96.3	119.3
Santa Fe	92.9	105.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO	40.4	40.4	8.46
Albuquerque	19.9	39.3	9.25

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW MEXICO	677.4	55.4	8.2
Albuquerque	258.3	16.6	6.4
Las Cruces	57.2	4.1	7.7
Santa Fe	65.6	3.5	5.3

*preliminary figures

N.M.

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	37.0	35.8	10.64
MANUFACTURING	37.3	39.9	8.42
DURABLE GOODS	24.2	40.3	8.56
Lumber & wood prods.-SIC 24	2.5	NA	NA
Machinery, except electrical—SIC 35	2.8	NA	NA
Electrical & electronic equip.-SIC 36	6.6	NA	NA
Transportation equipment-SIC 37	4.0	NA	NA

Q: How does Wyoming rank in business inventory tax?

A: Just Great! (We don't have this one either.)

Wyoming

For all the details contact:
Economic Development and Stabilization Board
Herschler Bldg., Third Floor East, Dept. 87-D
Cheyenne, WY 82002
1-800-262-3425

Circle 71 on Brochure Service Card

NEW MEXICO

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

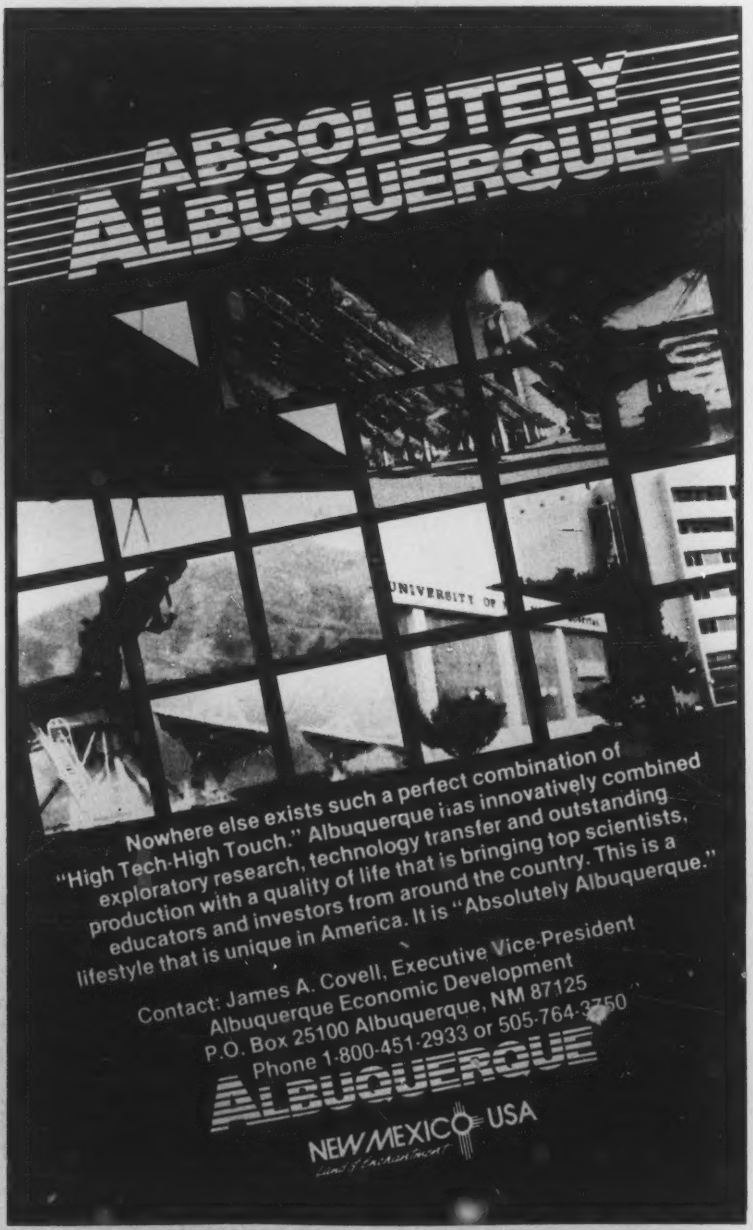
Albuquerque 1, 3-14
Carlsbad 1, 8
Clovis 1, 8
Farmington 8, 15
Hobbs 2, 8
Las Cruces 1, 8
Roswell 1, 8
Santa Fe 1 (Albuquerque)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Union Pacific Railroad

Airlines

3. American
4. America West
5. Continental
6. Delta
7. Eastern
8. Mesa Airlines
9. PSA Pacific Southwest
10. Ross Aviation
11. Southwest Airlines
12. Stateswest Airlines
13. TWA
14. United
15. United Express-Aspen Airways



Nowhere else exists such a perfect combination of "High Tech-High Touch." Albuquerque has innovatively combined exploratory research, technology transfer and outstanding production with a quality of life that is bringing top scientists, educators and investors from around the country. This is a lifestyle that is unique in America. It is "Absolutely Albuquerque."

Contact: James A. Covell, Executive Vice-President
Albuquerque Economic Development
P.O. Box 25100 Albuquerque, NM 87125
Phone 1-800-451-2933 or 505-764-3750

Circle 70 on Brochure Service Card

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	72	209
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	387	3,022
Perlite	386	14,209
Potassium salts — thou. metric tons	961	124,600
Pumice	109	959
Sand & gravel (construction)	7,600	20,600
Stone:		
Crushed	3,500	14,900
Dimension	22	378
Combined value of cement, copper, helium (Grade A), lead, mica (scrap), molybdenum, salt, silver, and values indicated by symbol W		429,490
Total 1986 (preliminary)		608,367

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albuquerque — 5e, 6g
Carlsbad — 7e, 6g
Clovis — 7e, 6g
Farmington — 2e, 6g
Hobbs — 7e, 3g
Las Cruces — 1e, 4g
Roswell — 7e, 6g
Santa Fe — 5e, 6g

1. El Paso Electric Co.
   303 N. Oregon, Box 982, El Paso, TX 79960
2. Farmington Electric Utility
   800 Municipal Drive, Farmington 87401
3. Hobbs Gas Co.
   110 S. Fowler, Hobbs 88241
4. Las Cruces Gas System
   P.O. Drawer CLC, Las Cruces 88004
5. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
6. Southern Union Co. & Consolidated Subsidiaries
   1800 Interfirst Two Bldg., Dallas, TX 75270
7. Southwestern Public Service Co.
   6th at Tyler, Box 1261, Amarillo, TX 79170

Utility serving cities under 25,000:

Plains Elec. G&T Co-op, Inc.
Stanley K. Bazant, Gen. Mgr.
P.O. Box 6551, Albuquerque 87197
505/884-1881

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albuquerque	35	79	4414	1254
Clovis	37	77	4076	1194
Hobbs	43	80	2881	1838
Roswell	41	81	3126	1863

DEVELOPMENT COUNSELORS:

State Development Agency

Henkel, David, Dir.
New Mexico Econ. Dev. Div.
1100 St. Francis Dr., Moutoya Bldg.
Santa Fe, 87503
505/827-0270

Areas & Others

Albuquerque

Moye, William, Mgr., Econ. Dev.
Public Svc. Co. of N.M.
Alvarado Sq., MS 0174, 87158
505/848-2859

Covell, James A., C.I.D., Exec. V.P.
Albuquerque Econ. Dev., Inc.
P.O. Box 25100, 87125
505/848-2859

Roberson, Don
Bellamah Community Dev.
6121 Indian School Rd., NE
P.O. Box 3300, 87190
505/884-6606

Belen

Gaballdon, Vangie, Exec. Dir.
Belencia Cty. Econ. Dev. Corp.
104 N. First St., Box 4
Harvey House Civic Ctr., 87002
505/864-4499

Carlsbad

Bernhard, Chuck, Exec. Dir.
Carlsbad Dept. of Dev.
P.O. Box 1090, 88220
505/887-6562

Clovis

Trice, Cal
Clovis Econ. Dev.
P.O. Box Drawer C, 88101
505/763-3435

Farmington

Fischer, Mary, Exec. Dir.
Farmington Ind. Dev. Svc.
P.O. Box 267, 87499
505/327-7451

Hobbs

Lampe, Harold, Dir.
Ind. Dev. Corp. of Lea Cty.
P.O. Box 1376, 88204
505/397-2039

Rosewell

Johnson. J.J., Exec. Dir.
Econ. Dev. Dir.
Rosewell C. of C.
P.O. Box Drawer 70, 88201
505/624-6870

Santa Fe

Hooton, William J.
Santa Fe Econ. Dev., Inc.
P.O. Box 8184, 87504
505/984-2842

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds
- Local dev. corporations & councils
- Bonds for pollution control
- No personal or corporate tax
- State small business financing

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	3%(1% county option)
Franchise & incorp. tax	graduated
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	7
Vocational & business schools	9

Medical facilities:

Hospitals	30
Clinics	NA

Labor analysis:

Civilian labor force	236,000
High school graduates	80% WY labor force

For additional labor market information, contact Employ. Security Commission, ESC Bldg., P.O. Box 2760, Casper, WY 82602, 307/235-3200

Enironment controls:

Air & water pollution: Randolph Wood, Dir., Dept. of Environ. Quality, Herschler Bldg., Cheyenne, WY 82002, 307/777-7937

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
WYOMING	470.8	512.3
Casper	51.0	48.3
Cheyenne	47.3	52.0

Maybe what Wyoming doesn't have is just what you need.

Wyoming

For all the details contact:
Economic Development and Stabilization Board
Herschler Bldg., Third Floor East, Dept. 87-D
Cheyenne, WY 82002
1-800-262-3425

Circle 71 on Brochure Service Card

WYOMING

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Casper	71.9	72.4
Cheyenne	68.6	73.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING		
8.9	41.5	9.20

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
WYOMING		
240.1	15.7	6.5

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
14.7	NA	NA
MANUFACTURING		
7.9	41.2	9.93
DURABLE GOODS		
3.8	NA	NA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Casper	22	71	7642	457
Cheyenne	26	69	7310	309

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,579	49,989
Gem stones	NA	W
Gypsum	638	4,973
Sand & gravel (construction)	4,500	13,400
Stone (crushed)	1,800	6,900
Combined value of cement (portland), helium (Grade-A, 1986), lime, sodium carbonate, stone (crushed), and values indicated by symbol W		539,554
Total 1986 (preliminary)		614,816

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Casper 1, 2, 4-8
Cheyenne 1, 3, 4, 6, 8

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Union Pacific Railroad

Airlines

4. Air Exchange, Inc.
5. Continental
6. Continental Express-Rocky Mountain Airways
7. Delta
8. United Express-Aspen Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Casper — 3e, 2g
Cheyenne — 1eg

1. Cheyenne Lt., Fuel & Pwr. Co.
   108 W. 18th St., Cheyenne 82003
2. Northern Utilities Inc.
   P.O. Box 2800, Casper 82602
3. Pacific Power & Light Co.
   920 S.W. Sixth Ave., Portland, OR 97204

DEVELOPMENT COUNSELORS:

State Development Agency

Budd, Bill, Dir.
Office of Ind. Dev., Econ. Dev. Div.
Econ. Dev. & Stabilization Bd.
Herschler Bldg., 3rd Fl. E., Dept. 87-E
Cheyenne, 82002
307/777-7287

Areas & Others

Casper

Adrian, Carl F., Exec. Dir.
Casper Area Econ. Dev. All.
111 W. 2nd, 82601
307/577-7011

Cheyenne

Nelson, A. Bryant, Dir.
Ind. Dev. Assn. of Cheyenne
1720 Carey Ave., Ste. 500, 82001
307/638-6000

Rick, Brian, Asst. Dir.
Wyoming Econ. Dev. Board
Herschler Bldg., 82002
307/777-7284

Rock Springs

Russell, Margaret A., Mgr. RE Oper
Upland Industries Corp.
404 "N" Street, 82901
307/382-2034

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PACIFIC STATES

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- HAWAII
- OREGON
- WASHINGTON

Regional Review

Following are summaries of some of the events affecting site location in each of the Pacific States in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

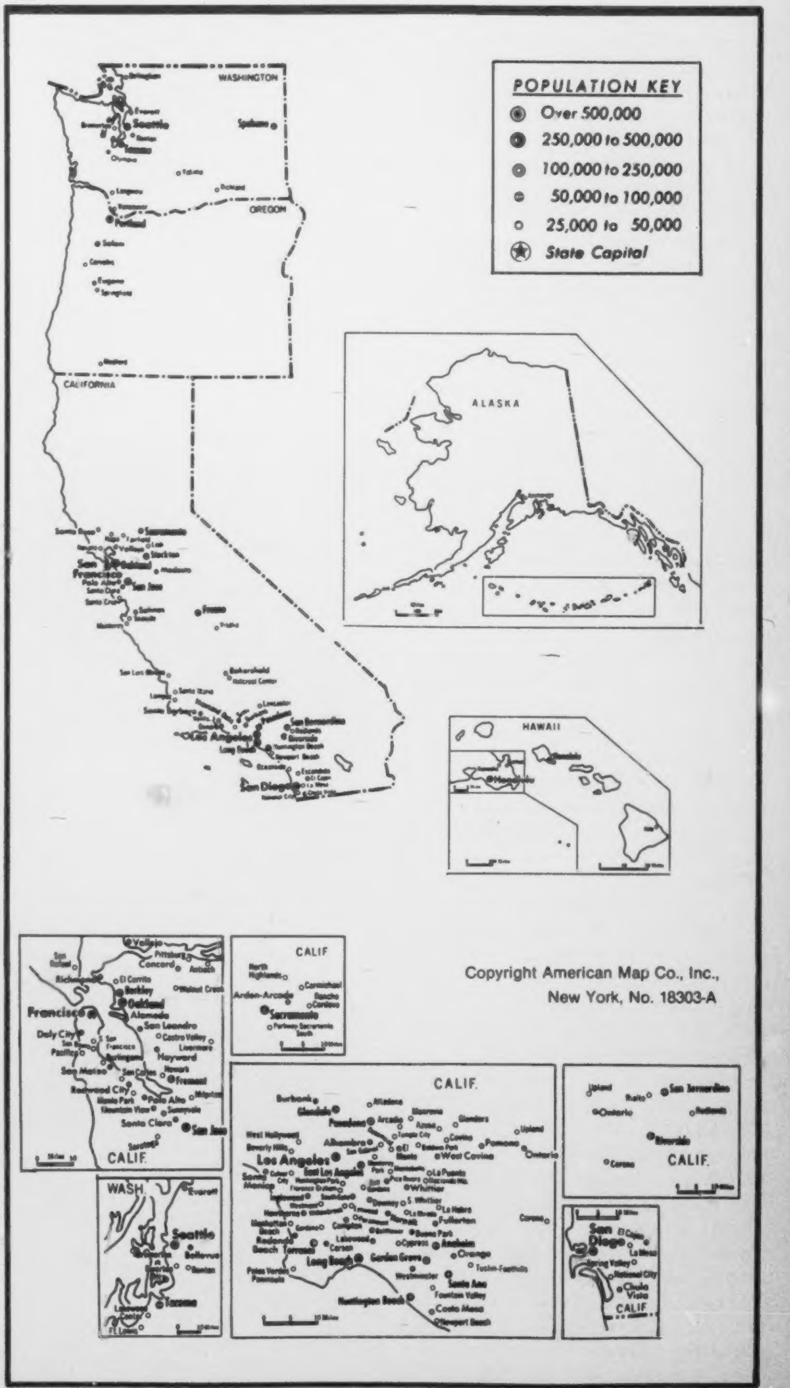
Alaska. These are still difficult times for Alaska. In the early 1980s, the state was riding high on the crest of an oil boom. Since the slump in oil prices, however, it has been scrambling for other sources of revenue and is starting to gain some ground.

The figures from the last few years tell the story. On the negative side, unemployment was the second highest in 1987 at 10.8%. Taxes were also the second-highest at $17.04 per $100 of income. And, state and local tax revenue took a nose dive in 1987, decreasing 32.6%.

On the positive side, the level of new job growth was the sixth-highest in the nation in 1987 at 6.8%. Per capita income was the fourth-highest in 1986 at $17,796—the U.S. average that year was $14,641. From 1980 to 1987, there was a real boom in the state with a 30% population increase; the average U.S. increase was 7.4%.

The state is actively promoting itself: the advertising budget was $5.1 million in 1987, which was the seventh-largest state budget. Teachers in the state are far and away the highest paid in the nation; the average U.S. salary was $26,551 in 1986, and it was $43,970 in Alaska.

California. California is the sixth-largest economic power in the world, according to Dr. Tony Quinn, director of research at the state's Department of Commerce. In the past five years, its economy has grown 40%, to nearly $600 billion.


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
WASHINGTON
OREGON
CALIFORNIA
ALASKA
HAWAII
CALIF.
WASH.
Seattle
Spokane
Portland
San Francisco
Oakland
San Jose
Sacramento
Fresno
Los Angeles
San Diego
Long Beach

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In 1987, tax conformity legislation was passed, which lowered the corporate rate to 9.3% and instituted new net-loss carryforward and Subchapter A write-offs. In other legislation, a tax credit for research and development was instituted.

Other new-business initiatives in 1987 included new offices opened in London and Tokyo; a new advertising campaign; and new brochures covering business incentives, environmental permitting, investing in California, and state taxes.

New facility openings in 1987 included Ford Aerospace, which created 1,800 jobs; Syra Company, which created 900 new jobs; Anderson Desk Company, which created 700 jobs; and Teledyne Corp., which created 425 new jobs.

Hawaii. Despite a lower-than-expected growth in tourism for 1987, Hawaii's economy continued to perform at a moderately robust pace. There was no clearly discernable change in the underlying forces driving the economy, and most economic forecasters have made only minor changes to their earlier projections of modest growth in 1988.

Tourism is the state's biggest industry, but it saw a decline in 1987, especially from mainland U.S. and Canada. This decline can be attributed to the weakening of the dollar and the increase in hotel rates. However, there was an increase in Japanese tourists, which helps the picture as they tend to spend more money.

Legislation passed in 1987 included a high-tech training program, an increase in the minimum wage from $3.35 an hour to $3.85 an hour, a cap on unemployment-insurance payments (for 1988 only), an increase in the capital-loan program, a boost in funding for tourism and business promotion, and one-stop permit processing for the film industry, among other things.

Oregon. After a stormy period in the early 1980s, Oregon seems to be recovering. The state's primary industry is lumber and wood products, and this industry gained 2,500 new jobs in 1987, which was the state's best year since 1980. Unemployment has decreased 0.9% since 1986 and is now at 6.2%.

Legislation in 1987 included a major reduction in the corporate excise tax from 7.5% to 6.6%. There was also a comprehensive revision of corporate law to simplify incorporation and to limit certain liabilities of directors.

Other activities last year included a major reorganization of state agencies and programs to better focus on economic development objectives. There was an increase in general funding and lottery proceeds to economic development programs. And, there were trade missions to Taiwan and Tokyo to sell Oregon goods and services.

Washington. All indications point to the fact that the state is experiencing an economic boom. Manufacturing employment increased 4.63% from Oct. 1986 to Oct. 1987, services employment was up 4.27%, and wholesale and retail trade employment was up 3.09%.

The aerospace industry brought a substantial increase in revenue and new jobs to the state in 1987. Boeing Company increased employment by 2,500. In addition, Everett is the new homeport for the nuclear aircraft carrier USS Nimitz and its support ships, and this is expected to generate $13.5 million in revenue in 1988.

The state moved up three notches from 1986 in *Inc.* magazine's 1987 "Annual Report on the States." This year's 24th-place ranking reflects a 15.84% increase in new jobs, a 2.01% increase in new businesses, and a 2.44% increase in fast-growing companies. These figures represent changes from 1983 to 1987. ☐

STATE INFORMATION:

Financial assistance to industry:

- Bonds & loans from Alaska Indus. Dev. & Exporting Auth. (AIDEA)
- Loans for advanced mineral exploration from Mining Loan Fund
- Assistance for development of mining access roads from Department of Natural Resources

Tax rates:

Corporate income tax ....15% on first $25,000 net income, 18% from $25,000 to $50,000, 30% from $50,000 to $75,000, 40% from $75,000 to $100,000, & 46% on taxable income over $100,000

Personal property tax ....local; property assessed at 100% valuation & rates range from 0 to 23 mills.

Sales tax..local; rates vary from 0%-6%

Incorporation fee............................$100 domestic, $200 foreign

Franchise tax.................................none

Inventory tax.................. local in some communities

Gasoline tax............Aviation gas .04% jet .025%; highway .08%; marine .05%

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	11
Vocational & business schools	several private & union

Medical facilities

Hospitals	32
Nursing homes	16
Clinics (incl. village health clinics)	300

Labor analysis:

Civilian labor force	253,000 (1987)
High-school grads	86%

For additional labor market information, contact Employ. Security Division, Dept. of Labor, P.O. Box 3-7000, Juneau, AK 99802, 907/465-2712

Environment controls:

Air & water pollution: Dennis Kelso, Cmsr., Dept. of Environ. Conservation, Pouch O, Juneau, AK 99811, 907/465-2600

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ALASKA	400.5	551.7
Anchorage	173.0	239.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Anchorage	173.0	239.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA		
12.1	40.0	12.96

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALASKA		
248.3	22.6	9.1

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
18.6	42.4	23.99
MANUFACTURING		
11.8	40.7	12.19
Lumber & paper prods-SIC 24		
2.2	45.0	15.21

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Anchorage 1-28

Railroads

1. Alaska Railroad Corp.

Airlines

2. Air France
3. Alaska Airlines
4. Alaska Arlns. Commuter-Era Aviation
5. Alaska Arlns. Commuter-Markair
6. Alaska Arlns. Commuter-Ryan Air
7. American
8. British Airways
9. China Airlines
10. Delta
11. Harbor Air
12. Hawaiian Airlines
13. Japan Air Lines
14. KLM
15. Lufthansa
16. Markair
17. Northwest
18. Peninsula Airways
19. Raven Air
20. Reeve Aleutian
21. Ryan Air
22. Sabena
23. SAS
24. Swissair
25. TWA
26. United
27. United Airlines-Southcentral Air
28. Wilburs, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept.
   1200 E. 1st Ave., Anchorage 99501
2. Chugach Elec. Assoc., Inc.
   5601 Minnesota Dr., Box 196300
   Anchorage 99519-6300
3. Enstar Natural Gas Co./Alaska Pipeline Co., 3000 Spenard Rd., Box 190288, Anchorage 99519

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	30,000	64,200
Sand & gravel (construction)	29,300	64,200
Stone (crushed)	2,000	9,000
Combined value of cement (portland), silver (1985), tin, and values indicated by symbol W		2,505
Total 1986 (preliminary)		86,775

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anchorage	13	58	10816	0

DEVELOPMENT COUNSELORS:

State Development Agency

Merculieff, Larry
Division of Business Dev.
Office of Enterprise
Pouch D
Juneau, AK 99811
907/465-2017

Areas & Others

Anchorage
Yarzebinski, Joseph A.
Sr. Econ. Dev. Planner
Community Planning Dev.
P.O. Box 196650, 99519-6650
907/343-6496

CALIFORNIA

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Employment training
- Enterprise zones
- Small business loans & loan guarantees
- Industrial development bonds

Tax rates:

Corporate income tax	9.3%
Personal income tax indexed	1%-9.3%
Sales tax	6%-7%
Inventory tax	none
Franchise & incorp. tax	NA
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	123
Two-year or junior colleges	106
Vocational & business schools	2,500

Medical facilities:

Hospitals	581
Clinics	632

Labor analysis:

Civilian labor force	13,300,000
High school graduates	232,199

For additional labor market information, contact Employ. Dev. Dept., 800 Capitol Mall, Sacramento, CA 95814

Environment controls:

Air & water pollution: Off. of Permit Assistance, 1400 10th St., Sacramento, CA 95814, 916/445-4831

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
CALIFORNIA	23,668.6	27,080.8
Alameda	63.9	75.9
Alhambra	64.6	73.0
Anaheim	221.8	243.6
Antioch	43.6	48.0
Arcadia	46.0	49.9
Azusa	29.4	NA
Bakersfield	105.6	151.8
Baldwin Park	50.6	60.8
Bell	25.5	NA
Bellflower	53.4	59.8
Bell Gardens	34.1	NA
Berkeley	103.3	109.2
Beverly Hills	32.4	NA
Brea	27.9	NA
Buena Park	64.2	68.1
Burbank	84.6	91.7
Burlingame	26.2	NA
Camarillo	37.7	NA
Campbell	27.1	NA
Carlsbad	35.5	NA
Carson	81.2	89.4
Cerritos	52.8	58.1
Chico	26.6	31.5
Chino	40.2	51.3
Chula Vista	83.9	128.3
Claremont	31.0	NA
Clovis	33.0	NA
Colton	27.4	NA
Compton	81.3	93.0
Concord	103.3	108.6
Corona	37.8	NA
Costa Mesa	82.3	89.6
Covina	33.8	NA
Culver City	38.1	NA
Cupertino	25.8	NA
Cypress	40.4	43.6
Daly City	78.5	83.2
Davis	36.6	40.8
Downey	82.6	86.9
El Cajon	73.9	85.9
El Monte	79.5	94.4
Escondido	62.5	81.7
Fairfield	58.1	68.0
Fontana	37.1	NA
Fountain Valley	55.1	56.1
Fremont	131.9	153.7
Fresno	218.2	288.7
Fullerton	102.0	111.7
Gardena	45.2	50.3
Garden Grove	123.4	135.2
Glendale	139.1	156.1
Glendora	38.7	NA
Hawthorne	56.4	61.4
Hayward	94.2	102.8
Huntington Beach	170.5	187.7
Huntington Park	46.2	52.7
Inglewood	94.2	103.4
Irvine	62.1	87.4
La Habra	45.2	49.4
Lakewood	74.7	78.0
La Mesa	50.3	54.0
La Mirada	41.0	43.1

CALIFORNIA

Lancaster	48.0	58.3
La Puente	30.9	NA
Livermore	48.3	54.1
Lodi	35.2	43.3
Lompoc	26.3	30.9
Long Beach	361.3	400.0
Los Altos	25.8	NA
Los Angeles	2,966.8	3,298.2
Los Gatos	26.6	NA
Lynwood	48.5	55.3
Manhattan Beach	31.5	NA
Menlo Park	25.7	NA
Merced	36.5	48.3
Milpitas	37.8	NA
Modesto	106.1	132.3
Monrovia	30.5	NA
Montebello	52.9	59.4
Monterey	27.6	30.2
Monterey Park	54.3	61.5
Mountain View	58.7	63.6
Napa	50.9	55.8
National City	48.8	58.3
Newark	32.1	NA
Newport Beach	63.5	68.8
Norwalk	85.2	91.0
Novato	43.9	45.8
Oakland	339.3	363.5
Oceanside	76.7	97.7
Ontario	88.8	115.8
Orange	91.8	101.8
Oxnard	108.2	129.0
Pacifica	36.9	NA
Palm Springs	32.3	31.3
Palo Alto	55.2	57.2
Paramount	36.4	NA
Pasadena	119.4	131.7
Petaluma	33.8	39.0
Pico Rivera	53.5	59.2
Pittsburg	33.0	NA
Placentia	35.0	NA
Pleasant Hill	25.1	NA
Pleasanton	35.2	NA
Pomona	92.7	112.7
Rancho Cucamonga	55.3	72.3
Rancho Palos Verdes	35.2	NA
Redding	42.0	50.7
Redlands	43.6	54.2
Redondo Beach	57.1	64.4
Redwood City	55.0	56.9
Rialto	35.6	NA
Richmond	74.7	79.9
Riverside	170.9	202.2
Rosemead	42.6	47.9
Roseville	24.3	31.3
Sacramento	275.7	329.5
Salinas	80.5	93.4
San Bernardino	118.1	143.3
San Bruno	35.4	NA
San Clemente	27.3	NA
San Diego	875.5	1,035.9
San Francisco	679.0	738.1
San Gabriel	30.1	NA
San Jose	636.6	715.1
San Leandro	64.0	68.0
San Luis Obispo	34.3	NA
San Mateo	77.6	82.2
San Rafael	44.7	45.7
Santa Ana	203.7	232.1
Santa Barbara	74.5	81.9
Santa Clara	87.7	91.9
Santa Cruz	41.5	46.7
Santa Maria	39.7	50.2
Santa Monica	88.3	96.2
Santa Rosa	83.2	97.0
Saratoga	29.3	NA
Seal Beach	26.0	NA
Seaside	36.6	39.4
Simi Valley	77.5	89.8
South Gate	66.8	80.3
South San Francisco	49.4	51.9
Stockton	149.8	187.7
Sunnyvale	106.6	113.4
Temple City	29.0	NA
Thousand Oaks	77.8	98.1
Torrance	131.5	141.4
Tulare	24.6	27.2
Turlock	26.3	33.6
Tustin	32.1	NA
Union City	39.4	NA
Upland	47.6	57.3
Vacaville	43.4	51.5
Vallejo	80.2	92.9
Ventura	74.5	88.3
Visalia	49.7	61.1
Vista	35.8	NA
Walnut Creek	53.6	61.0
West Covina	80.1	94.8
Westminster	71.1	76.0
Whittier	68.9	73.5
Woodland	30.2	34.8
Yorba Linda	28.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
*Anaheim-Santa Ana	1,931.6	2,177.3
Bakersfield	403.1	493.8
Chico	143.9	170.7
Fresno	515.0	588.8
*Los Angeles-Long Beach	7,477.7	8,312.3
Merced	134.6	166.8
Modesto	265.9	313.9
*Oakland	1,762.0	1,949.2
*Oxnard-Ventura	529.9	621.7
Redding	115.7	135.2
*Riverside-San Bernardino	1,557.1	2,005.4
Sacramento	1,014.0	1,304.8
Salinas-Seaside-Monterey	290.4	337.3
San Diego	1,861.8	2,217.7
*San Francisco	1,489.0	1,583.7
*San Jose	1,295.1	1,409.1
Santa Barbara-Santa Maria-Lompoc	298.7	338.1
*Santa Cruz	188.1	223.8
*Santa Rosa-Petaluma	299.8	348.6
Stockton	347.3	423.3
*Vallejo-Fairfield-Napa	334.4	388.8
Visalia-Tulare-Porterville	245.8	290.1
Yuba City	102.0	113.2

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA	2,099.9	40.2	10.84
Anaheim-Santa Ana	248.6	NA	NA
Los Angeles-Long Beach	901.6	NA	NA
San Diego	120.3	NA	NA
San Francisco	77.9	NA	NA
San Jose	262.9	NA	NA

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	482.3	NA	NA
MANUFACTURING	2,089.5	40.2	10.12
DURABLE GOODS	1,452.0	40.8	10.47
Lumber & wood prods.-SIC 24	56.3	40.3	9.36
Furniture & fixtures-SIC 25	59.4	40.1	7.45
Stone, clay, & glass prods.-SIC 32	51.0	41.3	11.53
Primary metal industries-SIC 33	41.6	42.1	10.14
Fabricated metal products-SIC 34	147.3	41.4	9.78
Machinery, except electrical-SIC 35	231.0	40.6	10.57
Electrical & electronic equip.-SIC 36	420.5	40.5	10.58
Transportation equipment-SIC 37	296.1	41.3	12.59
Instruments & related prods.-SIC 38	113.4	40.0	9.69
Misc mfg. inds-SIC 39	35.5	39.5	7.43

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CALIFORNIA	13,835.7	770.6	5.6
Anaheim-Santa Ana	1,301.5	43.2	3.3
Bakersfield	229.5	23.9	10.4
Fresno	284.3	30.2	10.6
Los Angeles-Long Beach	4,275.0	253.0	5.9
Modesto	149.1	15.8	10.6
Oakland	1,044.7	48.2	4.6
Oxnard-Ventura	334.8	19.0	5.7
Riverside-San Bernardino	912.3	54.3	5.9
Sacramento	678.8	36.4	5.4
Salinas-Seaside-Monterey	154.7	10.3	6.7
San Diego	1,066.2	49.9	4.7
San Francisco	879.4	30.9	3.5
San Jose	796.4	33.0	4.1
Santa Barbara-Santa Maria-Lompoc	177.6	7.5	4.2
Santa Rosa-Petaluma	188.4	7.8	4.2
Stockton	186.8	17.3	9.3
Vallejo-Fairfield-Napa	191.8	10.5	5.5

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Boron minerals	658	430,777
Cement (portland)	9,800	622,900

Clays (excl. fire clay)	2,158	24,609
Gem stones	NA	W
Gold —troy ozs. (recov. cont. of ores, etc.)	440,479	162,532
Gypsum	1,474	11,500
Lime	305	20,577
Pumice	52	1,307
Sand & gravel:		
Construction	133,500	502,500
Industrial	2,320	42,600
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone:		
Crushed	38,500	159,300
Dimension	23	2,582
Talc and pyrophyllite	59	1,394
Combined value of asbestos, calcium chloride, cement (masonry), clays (fire clays), copper, feldspar, iron ore (usable), magnesium compounds, molybdenum, peat, perlite, potassium salts, rare-earth metal concentrates, sodium carbonate, sodium sulfate (natural), tungsten ore & concentrate, and value indicated by symbol W		261,899
Total 1986 (preliminary)		2,309,517

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alameda 1, 5 ,6 (Oakland)
Alhambra 5 (Burbank)
Anaheim 1, 5, 6 (Orange County)
Antioch 1, 5 (Concord)
Arcadia 1 (Burbank)
Azusa 1, 5 (Ontario)
Bakersfield 1, 5, 21, 22, 32, 34, 74, 75
Baldwin Park 5 (Ontario)
Bell 1, 5, 6 (Los Angeles)
Bell Gardens (Los Angeles)
Bellflower 5 (Long Beach)
Berkeley 1, 5 (Oakland)
Beverly Hills (Los Angeles)
Brea 5 (Orange County)
Buena Park 1, 5 (Long Beach)
Burbank 5, 9, 13, 15, 21-23, 32-34, 46, 50, 58, 65, 68, 73-75
49, 52, 60, 64, 73, 74, 78-80
Burlingame 5 (San Francisco)
Camarillo 5 (Oxnard)
Campbell 5 (San Jose)
Carlsbad (San Diego)
Carson 1, 5, 6 (Long Beach)
Cerritos (Long Beach)
Chico 5, 6, 75
Chino 5 (Ontario)
Chula Vista (San Diego)
Claremont 1, 5 (Ontario)
Clovis 5 (Fresno)
Colton 1, 5, 6 (Ontario)
Compton 5 (Long Beach)
Concord 5, 54, 58
Corona 1 (Ontario)
Costa Mesa 5 (Orange County)
Covina 5 (Ontario)
Culver City 5 (Los Angeles)
Cupertino (San Jose)
Cypress 5 (Long Beach)
Daly City (San Francisco)
Davis 5 (Sacramento)
Downey 5 (Long Beach)
El Cajon (San Diego)
El Monte 5 (Ontario)
Escondido 1 (Carlsbad)
Fairfield (Oakland)
Fontana 1, 5 (Ontario)
Fountain Valley (Orange County)
Fremont 6 (San Jose)
Fresno 1, 5, 22, 32-34, 54, 58, 65, 74, 75
Fullerton 1, 5, 6 (Orange County)
Garden Grove 5 (Orange County)
Gardena 5 (Los Angeles)
Glendale 5, 6 (Burbank)
Glendora 1 (Ontario)
Hawthorne 1, 5 (Los Angeles)
Hayward 5, 6 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 5, 6 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange County)
La Habra 5, 6 (Long Beach)
La Mesa (San Diego)
La Mirada 1, 5 (Long Beach)
La Puente (Ontario)
Lakewood 6 (Long Beach)
Lancaster 5 (35, 72, through Palmdale)
Livermore 5, 6 (Oakland)
Lodi 5 (Stockton)
Lompoc 5 (Santa Maria)
Long Beach 1, 5, 6, 15, 21, 23, 33, 46, 58, 69, 73, 74
Los Altos (San Jose)
Los Angeles 1-15, 17-29, 31-53, 55-59, 61-63, 65-78, 80
Los Gatos (San Jose)
Lynwood (Los Angeles)
Manhattan Beach (Los Angeles)
Menlo Park 5 (San Jose)
Merced 1, 5, 75
Milpitas 5, 6 (San Jose)
Modesto 1, 5, 6, 22, 75
Monrovia 1 (Burbank)
Montebello 1, 6 (Los Angeles)
Monterey 22, 34, 58, 74, 75
Monterey Park 5 (Burbank)
Mountain View 5 (San Jose)
Napa 5 (Santa Rosa)
National City 1 (San Diego)

Area Wage Survey

Average straight-time hourly earnings

	Anaheim-Santa Ana-Garden Grove 9/86	Los Angeles-Long Beach 10/86	Fresno 6/86	San Diego 12/85	San Francisco-Oakland 3/86	San Jose 3/86	Sacramento 12/85
Office, professional, & technical							
Payroll clerks $	8.24	9.54	7.34	7.33	9.55	9.67	8.09
Accounting clerks	8.16	9.10	7.30	7.10	9.42	8.90	8.19
File clerks	5.78	6.96	6.25	5.97	6.77	5.34	4.35
Typists	6.43	8.14	6.14	7.04	7.47	8.89	6.77
Key entry operators	7.76	7.85	6.77	6.60	8.54	9.11	6.96
Secretaries	10.36	11.27	8.72	9.25	10.71	10.99	9.81
Stenographers	9.65	10.38	NA	8.28	10.10	NA	NA
Switchbd opr-receptionists	6.89	7.32	6.13	5.92	7.63	7.24	6.04
Word processors	8.86	9.57	7.51	NA	9.88	10.04	NA
Drafters	11.88	11.84	8.23	10.16	13.74	11.76	11.64
Electronics technicians	14.13	14.33	13.80	11.10	14.45	12.34	15.09
Computer operators	9.64	10.63	9.35	9.13	10.19	10.71	8.95
Computer programmers (business)	14.19	14.38	12.23	12.36	15.05	15.33	11.71
Computer systems analysts	17.00	18.61	NA	16.21	17.67	18.11	14.58
Maintenance & powerplant							
Carpenters	12.11	14.26	NA	13.41	17.43	NA	NA
Electricians	13.67	14.77	13.34	14.56	16.47	15.95	14.01
Engineers, stationary	NA	16.20	NA	NA	16.43	16.11	14.46
Machinists	12.83	15.75	12.52	13.82	16.03	NA	14.65
Mechanics (machinery)	12.06	13.93	12.04	13.25	14.98	15.89	12.80
Tool & die makers	13.39	15.15	NA	13.79	17.23	17.06	NA
Custodial & material movement							
Guards	6.33	5.67	NA	4.99	5.79	6.34	5.52
Janitors, porters, & cleaners	5.45	5.72	5.34	5.21	8.74	7.10	6.51
Laborers, mat'l handling	7.89	8.88	9.08	8.51	10.29	NA	9.37
Shippers & receivers	8.14	8.73	8.22	7.11	10.51	8.33	NA
Truckdrivers	10.79	11.92	11.30	12.85	13.57	13.32	12.81
Forklift operators	10.37	11.00	9.71	11.05	12.70	10.48	11.20

CALIFORNIA

Newark 5 (San Jose)
Newport Beach (Orange County)
Norwalk 5 (Long Beach)
Novato 5 (Oakland)
Oakland 1-6, 15, 19, 21-23, 32, 33, 58, 64, 65, 70, 74, 75
Oceanside 1 (San Diego)
Ontario 5, 6, 13, 15, 21, 23, 32-34, 58, 67, 68, 70, 73-75
Orange County 1, 5, 15, 21-23, 32-34, 50, 53, 58, 60, 68, 72-75
Oxnard 5, 34, 72, 75
Pacifica (San Francisco)
Palm Springs 5, 15, 21, 22, 32-34, 60, 73-75
Palo Alto 5 (San Jose)
Paramount 5, 6 (Long Beach)
Pasadena 1, 5 (Burbank)
Petaluma 5 (Oakland)
Pico Rivera 1, 5, 6 (Los Angeles)
Pittsburg 1, 5, 6 (Concord)
Placentia 1 (Orange County)
Pleasant Hill (Concord)
Pleasanton 5, 6, 64
Pomona 1, 5, 6 (Ontario)
Rancho Palos Verde (Los Angeles)
Redding 5, 22, 74, 75
Redlands 1, 5 (Ontario)
Redondo Beach (Los Angeles)
Redwood City 5 (San Francisco)
Rialto 1, 5 (Ontario)
Richmond 1, 5 (Oakland)
Riverside 1, 5, 6 (Ontario)
Rosemead 5 (Burbank)
Sacramento 5, 6, 16, 21-23, 32-34, 53, 58, 74, 75
Salinas 5 (Monterey)
San Bernardino 1, 5, 6 (Ontario)
San Bruno 5 (San Francisco)
San Clemente 1 (Orange County)
San Diego 1, 15, 19-23, 25, 32-34, 36, 53, 55, 57, 58, 62, 65, 67-70, 73-76
San Francisco 1, 3, 5, 6, 9-11, 15, 19, 21-23, 25, 26, 28-34, 36, 41, 43, 48, 51, 53, 55-59, 64-67, 70, 71, 73-77
San Gabriel 5 (Burbank)
San Jose 5, 6, 15, 19, 21-23, 32-34, 58, 73, 74
San Leandro 5, 6 (Oakland)
San Luis Obispo 5, 22, 34, 75, 79
San Mateo 5 (San Francisco)
San Rafael 5 (Oakland)
Santa Ana 1, 5 (Orange County)
Santa Barbara 5, 21, 22, 32, 34, 72, 74, 75
Santa Clara 5 (San Jose)
Santa Cruz 5 (San Jose)
Santa Maria 22, 34, 75, 79
Santa Monica 5 (Los Angeles)
Santa Rosa 5, 75
Saratoga (San Jose)
Seal Beach 5 (Long Beach)
Seaside 5 (Monterey)
Simi Valley 5 (Oxnard)
South Gate 5, 6 (Los Angeles)
South San Francisco 5 (San Francisco)
Stockton 1, 3, 5, 6, 32, 54, 58, 75
Sunnyvale 5 (San Jose)
Temple City 5 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 5 (Los Angeles)
Turlock 5, 6 (Modesto)
Tustin 1 (Orange County)
Union City 5, 6 (Oakland)
Upland 1, 5 (Ontario)
Vacaville 5, 6 (Sacramento)
Vallejo 5 (Oakland)
Ventura 5 (Oxnard)
Visalia 1, 5, 22
Vista 1 (San Diego)
Walnut Creek (Concord)
West Covina 5 (Ontario)
Westminster 5 (Orange County)
Whittier 5, 6 (Long Beach)
Woodland 5, 6 (Sacramento)
Yorba Linda (Orange County)

Railroads

1. Atchison, Topeka & Santa Fe
2. Chicago and North Western Transportation Co.
3. Illinois Central Gulf Railroad
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific

Airlines

7. Aerolineas Argentinas
8. Aeromexico
9. Air America
10. Air Canada
11. Air France
12. Air Jamaica
13. Air LA
14. Air New Zealand
15. Alaska Airlines
16. Alaska Airlines Commuter-Horizon Airlines
17. Alitalia
18. All Nippon Airways
19. Alpha Air
20. Alpha Air-Royal West Airlines
21. American
22. American Eagle
23. America West
24. Avianca
25. Braniff
26. British Airways
27. British Caledonian
28. CAAC
29. Canadian Airlines Intl. Ltd.
30. Cathay Pacific
31. China Airlines
32. Continental
33. Delta
34. Delta Connection-Sky West Airlines
35. Desert Sun
36. Eastern
37. Ecuatoriana
38. El Al
39. Finnair
40. Garuda Indonesian
41. Hawaiian Airlines
42. Iberia
43. Japan Air Lines
44. KLM
45. Korean Air
46. LA Helicopter
47. Lacsa
48. Lufthansa
49. Malaysian Airline
50. Mammouth Air Shuttle
51. Mexicana
52. MGM Grand Air
53. Northwest
54. Northwest Airlink
55. Pan American
56. Phillippine Airlines
57. Piedmont
58. PSA Pacific Southwest
59. Qantas
60. Resort Commuter
61. Royal Jordanian
62. Royal West Airlines
63. SAS
64. SFO Helicopter Airlines, Inc.
65. Sierra Mountain Airways
66. Singapore Airlines
67. Southwest Airlines
68. Stateswest Airlines
69. Sun Pacific Airlines
70. Sunworld Int'l Airways
71. TACA
72. Trans World Express-Resort Commuter
73. TWA
74. United
75. United Express-Westair Commuter
76. USAir
77. UTA
78. Varig
79. Wings West
80. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alameda — 1e, 12g
Alhambra — 20e, 21g
Anaheim — 2e, 20e, 21g
Antioch — 12eg
Arcadia — 20e, 21g
Azusa — 3e, 20e, 21g
Bakersfield — 12eg
Baldwin Park — 20e, 21g
Bell Gardens — 20e, 21g
Bellflower — 20e, 21g
Berkeley — 12eg
Beverly Hills — 20e, 21g
Brea — 20e
Buena Park — 20e, 21g
Burbank — 4e, 21g
Burlingame — 12eg
Camarillo — 20e
Carlsbad — 18eg
Carson — 20e, 21g
Cerritos — 20e
Chico — 12eg
Chino — 20e
Chula Vista — 18eg
Claremont — 20e
Clovis — 12eg
Colton — 5e, 20e
Compton — 20e, 21g
Concord — 12eg
Corona — 20e, 21g
Costa Mesa — 20e, 21g
Covina — 20e, 21g
Culver City — 20e, 21g
Cupertino — 12eg
Cypress — 20e, 21g
Daly City — 12eg
Davis — 12eg
Downey — 20e, 21g
El Cajon — 18eg
El Monte — 20e, 21g
Escondido — 18eg
Fairfield — 12eg
Fontana — 20e
Fountain Valley — 20e, 21g
Fremont — 12eg
Fresno — 12eg
Fullerton — 20e, 21g
Garden Grove — 20e, 21g
Gardena — 20e, 21g
Glendale — 6e, 21g
Glendora — 20e, 21g
Hawthorne — 20e, 21g

Hayward — 12eg
Huntington Beach — 20e, 21g
Huntington Park — 20e, 21g
Inglewood — 20e, 21g
La Habra — 20e, 21g
La Mesa — 18eg, 21g
La Mirada — 20e, 21g
La Puente — 20e, 21g
Lakewood — 20e, 21g
Lancaster — 20e, 21g
Livermore — 12eg
Lodi — 7e, 12g
Lompoc — 8e, 21g
Long Beach — 20e, 9g
Los Altos — 12eg
Los Angeles — 10e, 21g
Los Gatos — 12eg
Lynwood — 20e, 21g
Manhattan Beach — 20e, 21g
Menlo Park — 12eg
Merced — 12eg
Milpitas — 12eg
Modesto — 11e, 12g
Monrovia — 20e, 21g
Montebello — 20e, 21g
Monterey — 12eg
Monterey Park — 20e, 21g
Mountain View — 12eg
Napa — 12eg
National City — 18eg
Newark — 12eg
Newport Beach — 20e, 21g
Norwalk — 20e, 21g
Novato — 12eg
Oakland — 12eg
Oceanside — 18eg
Ontario — 20e, 21g
Orange — 20e, 21g
Oxnard — 20e, 21g
Pacifica — 12eg
Palm Springs — 20e
Palo Alto — 13eg, 12g
Paramount — 20e, 21g
Pasadena — 14e, 21g
Petaluma — 12eg
Pico Rivera — 20e, 21g
Pittsburg — 12eg
Placentia — 20e
Pleasant Hill — 12eg
Pleasanton — 12eg
Pomona — 20e, 21g
Rancho Cuccamonga — 20e
Redding — 15e, 12g
Redlands — 20e, 21g
Redondo Beach — 20e, 21g
Redwood City — 12eg
Rialto — 20e, 21g
Richmond — 12eg
Riverside — 16e, 20e, 21g
Rosemead — 20e, 21g
Sacramento — 17e, 12g
Salinas — 12eg
San Bernardino — 20e, 21g
San Bruno — 12eg
San Clemente — 18eg
San Diego — 18eg
San Francisco — 12eg
San Gabriel — 20e, 21g
San Jose — 12eg
San Leandro — 12eg
San Luis Obispo — 12e, 21g
San Mateo — 12eg
San Rafael — 12eg
Santa Ana — 20e, 21g
Santa Barbara — 20e, 21g
Santa Clara — 19e, 12g
Santa Cruz — 12eg
Santa Maria — 12e, 21g
Santa Monica — 20e, 21g
Santa Rosa — 12eg
Saratoga — 12eg
Seal Beach — 20e
Seaside — 12eg
Simi Valley — 20e, 21g
South Gate — 20e, 21g
South San Francisco — 12eg
Stockton — 12eg
Sunnyvale — 12eg
Temple City — 20e, 21g
Thousand Oaks — 20e, 21g
Torrance — 20e, 21g
Turlock — 22e, 12g
Tustin — 20e, 21g
Union City — 12eg
Upland — 20e, 21g
Vacaville — 12eg
Vallejo — 12eg
Ventura — 20e, 21g
Visalia — 20e, 21g
Vista — 18eg
Walnut Creek — 12eg
West Covina — 20e, 21g
Westminster — 20e, 21g
Whittier — 20e, 21g
Woodland — 12eg

1. Alameda Bureau of Electricity
   2000 Grand St., P.O. Drawer H
   Alameda 94501
2. Anaheim Public Utilities Dept.
   200 S. Anaheim Blvd., Anaheim
   92805
3. Azusa Lt. & Water Dept.
   777 N. Alameda Ave., Azusa 91702
4. Burbank Public Service Dept.
   164 W. Magnolia Blvd., Burbank
   91503
5. Colton Electric Utility Dept.
   650 N. La Cadena Dr., Colton 92324
6. Glendale Public Service Dept.
   119 N. Glendale Ave., Glendale
   91206
7. Lodi Munic. Elec. System
   221 W. Pine St., Call Box 3006, Lodi
   95241
8. Lompoc Electrical Utility Services
   100 Civic Center Pl., Lompoc 93438
9. Long Beach Gas Dept.
   2400 E. Spring, Long Beach 90806
10. Los Angeles Dept. of Wt. & Pwr.
    Box 111, Los Angeles 90051
11. Modesto Irrigation Dist.
    1231 11th St., Box 4060, Modesto
    95352
12. Pacific Gas & Electric Co.
    77 Beale St., San Francisco 94106
13. Palo Alto Utilities
    250 Hamilton Ave., Palo Alto 94301
14. Pasadena Water and Power Dept.
    100 N. Garfield Ave., Pasadena
    91109
15. Redding Electric Dept.
    760 Parkview Ave., Redding 96001
16. Riverside Utilities Dept.
    3900 Main St., Riverside 92522
17. Sacramento Municipal Utility Dist.
    6201 S St., Box 15830, Sacramento
    95813
18. San Diego Gas & Electric Co.
    101 Ash St., San Diego 92101
19. Santa Clara Elec. Dept.
    1500 Warburton Ave., Santa Clara
    95050
20. Southern California Edison Co.
    P.O. Box 800, Rosemead 91770
21. Southern California Gas Co.
    810 S. Flower St., Los Angeles
    90017
22. Turlock Irrigation District
    333 E. Canal Dr., Box 949, Turlock
    95381

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bakersfield	48	85	2128	2347
Berkeley	50	62	2951	91
Chula Vista	53	67	2074	385
Corona	53	75	1795	1225
Culver City	57	69	1517	770
Escondido	52	73	2006	980
Fresno	46	81	2647	1769
La Mesa	55	72	1567	986
Lodi	45	74	2861	1001
Long Beach	55	73	1485	1091
Los Angeles	56	69	1595	728
Modesto	46	77	2671	1287
Napa	48	68	2749	416
Newport Beach	54	67	1954	371
Oakland	49	64	2877	174
Oxnard	55	66	2068	357
Palo Alto	48	66	2891	275
Pasadena	55	75	1550	1299
Pomoma	52	75	1972	1191
Redlands	52	78	1992	1571
Redwood City	49	68	2600	432
Riverside	53	77	1818	1471
Sacramento	45	76	2772	1198
San Bernardino	53	79	1777	1718
San Diego	57	70	1284	842
San Francisco	49	62	3161	115
San Gabriel	55	75	1532	1281
San Jose	50	69	2439	498
Santa Ana	56	72	1430	1089
Santa Barbara	54	67	1993	393
Santa Cruz	49	63	3136	95
Santa Maria	51	62	3054	76
Santa Monica	56	66	1873	438
Santa Rosa	47	67	2980	382
Stockton	45	78	2674	1032
Torrance	55	69	1719	677
Visalia	46	81	2460	1804

DEVELOPMENT COUNSELORS:

State Development Agency

Rinehart, James R., Dir.
Office of Business Development
Calif. Dept. of Commerce
1121 L. St., #600
Sacramento, 95814
916/322-5665

Areas & Others

Bakersfield
Williams, Larry
Tenneco Realty Dev. Corp.
Box 9380, 93389-9380
805/835-6039

Chico
Taylor, Audrey E.
Tri. County Econ. Dev. Corp
The Business Center
P.O. Box 6250, 95927
916/893-8732

Escondido
Spalding, Ross, Comm. Relation Mgr.
San Diego Gas & Electric
750 N. Citracado Pkwy, 92025
619/490-7674

Fresno
Quiring, John E., Pres.
Fresno Cty. Econ. Dev. Corp.
2310 Tulare St., Ste. 235, 93721
209/233-2564

Graves, Edward F., Dpty. City Mgr.
City of Fresno
2300 Tulare St., 93721
209/488-4503

Hanford
Thiebaux, Brian
Crown Dev. Corp.
1222 West Lacey Blvd., Ste. 101, 93230
209/582-4326

Long Beach
Cunningham, Hank, Dir.
Long Beach Community Dev. Dept.
333 West Ocean Blvd., 90802
213/590-6487

Los Angeles
Christman, E.W. Chris, Dir./RE Oper.
Upland Industries Corp.
2143 East "D" St., Ste. 220, 91764
714/986-4648

Colton, Michael J., C.I.D., Econ. Dev. V.P.
Los Angeles Area Chamber of Comm.
404 S. Bixel St., 90017
213/629-0631

Madera
Taubert, James E., Exec. Dir.
Madera Cty. Ind. Dev. Cmsn.
425 N. Gateway Dr., 93637
209/675-7768

Marysville
Hart, Tom W., Ind. Dev. Dir
Cty. of Yuba Ind. Dev. Dept.
Yuba Cty. Airport
1482 Sky Harbor Dr., 95901
916/741-6248

Ontario
Steinhaus, Tim, Dpty. Exec. Dir.
Ontario Office of Econ. Dev.
City Hall, 303 E. B St., 91764
714/986-1151

Riverside
Albright, Stephen, Pres.
Keep Riverside Ahead
3750 University Ave., Ste. 260, 92501
714/781-9000

McCullough, Mikel L., V.P.
T & S Development, Inc.
5225 Canyon Crest Dr.
Bldg. 100, 92507
714/686-1424

San Diego
Pegg, Dan, Pres.
San Diego Econ. Dev. Corp.
701 B. St., 92101
619/234-8484

San Francisco
Ditz, William W., Pres.
Standard Realty & Dev. Co.
One Kaiser Plz., Ste 901,
Ordway Bldg., 94612
415/832-7310

Clarke, Michael T.
Pacific Gas & Electric
123 Mission St., Rm. H2631, 94106
415/973-3073

Stockton
Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty. Econ. Dev. Assn.
709 N. Center St., 2A, 95202
209/465-5931

Tracy
Birdsall, Roger, Dir.
Tracy Econ. Dev. Corp.
803 Central Ave., 95376
209/835-3948

Vacaville
Mktg. Dir.
Cheveron Land & Dev. Co.
3333 Vaca Valley Pkwy, 95688
707/446-3333

Vallejo
da Silva, Alvaro, Dir.
Vallejo Econ. Dev. Corp.
P.O. Box 3068, 94590
707/648-4444

Visalia
Braulik, Robert K., Fin. Resources Dir.
Tulare Cty. Econ. Dev. Corp.
2380 W. Whitendale, 93278
209/627-0766

STATE INFORMATION:

Financial assistance to industry:

- Agricultural Loan Program
- Aquacultural Loan Program
- Credit from excise tax for tax on capital goods
- Enterprise zones (tax breaks)
- Hawaii Capital Loan Program
- New Industry Training Fund

Tax rates:

Corporate income tax	4.4%-6.4%
Personal income tax	2.25%-10%
Excise tax	0.5%
Incorp. tax	Domestic corps.: $50 fee. Foreign corps.: $50 qualifications fee, plus $100 annual license fee.
Franchise filing fee	$50
Inventory tax	NA
Gasoline tax	$.15-$.225/gal.

Advanced education facilities:

Four-year colleges & universities	7
Two-year or junior colleges	7
Vocational & business schools	62

Medical facilities:

Hospitals	119
Clinics	57

Labor analysis:

Civilian labor force	489,000 (1986)
High school graduates	12,468

For additional labor market information, contact Dept. of Labor & Ind. Relations, P.O. Box 3680, Honolulu, HI 96811, 808/548-6468

Environment controls:

Air & water pollution: State Office of Environ. Quality Control, State Health Dept., 465 South King St., Room 104, Honolulu, HI 96813, 808/548-6915

U.S. Environ. Protection Agency Office, Room 1302, Prince Kuhio Federal Bldg., Honolulu, HI 96850, 808/546-8910

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987
HAWAII	965.0	1,077.6
Ewa	190.0	NA
Hilo	37.0	NA
Honolulu	365.0	395.7
Koolaupoko	109.4	NA
Wahiawa	41.6	NA
Waianae	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1987
Honolulu	762.9	830.3

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII	22.1	40.1	9.47
Honolulu	16.4	39.1	9.69

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
HAWAII	503.1	19.1	3.8
Honolulu	377.2	13.1	3.5

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	17.0	36.6	17.14
MANUFACTURING	21.8	37.4	8.65
DURABLE GOODS	3.6	NA	NA
Lumber & furniture-SIC 24	0.7	NA	NA
Stone, clay & glass prods.-SIC 32	1.0	NA	NA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Hilo	71	75	0	3134
Honolulu	73	80	0	4389
Kaneohe	71	77	0	3329

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ewa (Honolulu)
Hilo 5, 8, 12, 15, 18
Honolulu 1-7, 9-29
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Air America
2. Air Molokai-Tropic Airlines
3. Air New Zealand
4. Air Tungaru
5. Aloha Airlines
6. Aloha Airlines-Princeville Airways
7. American
8. Big Island Air
9. Canadian Airlines Intl. Ltd.
10. China Airlines
11. Continental
12. Continental Express-Mid Pacific Airlines
13. Delta
14. Garuda Indonesian
15. Hawaiian Airlines
16. Japan Air Lines
17. Korean Air
18. Mid Pacific Airlines
19. Northwest
20. Northwest Airlink
21. Pan American
22. Panorama Air
23. Philippine Airlines
24. Princeville Airways
25. Qantas
26. Singapore Airlines
27. TWA
28. United
29. UTA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Hilo — 1g
Honolulu — 2e, 1g
Koolaupoko — 1g
Wahiawa — 1g
Waianae — 1g

1. Gasco Inc.
   P.O. Box 3379, Honolulu 96842
2. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	300	23,100
Masonry	10	860
Gem stones	NA	W
Sand & gravel (construction)	400	2,100
Stone (crushed)	400	2,100
Combined value of gem stones (1986), lime, pumice, and values indicated by symbol W		262

Total 1986 (preliminary) 68,422

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Ulveling, Roger A., Dir.
Dept. of Bus. & Econ. Dev.
P.O. Box 2350
Honolulu, HI 96850
808/548-3072

Areas & Others

Honolulu
Sexton, Frederick A., Pres.
Econ. Dev. Corp. of Honolulu
Pacific Tower, Ste. 855
1001 Bishop St., 96813
808/545-4533

Vieira, Robert L., Dir., Area Dev.
Hawaiian Electric, Co.
P.O. Box 2750, 96840-0001
808/548-4494

Kailua-Kona
Taylor, Clinton, Exec. Dir.
Hawaii Island Econ. Dev. Bd.
75-5737 Kuakini Hwy.
Suite 206, 96740
808/329-4713

Lihue
Pratt, David W., Pres.
Kauai Econ. Dev. Bd., Inc.
c/o Grove Farm Co., Inc.
Puhi Rural Brand, 96766
808/245-2822

OREGON

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Industrial development revenue bonds
- Port revolving loan fund
- Business development loan fund
- Site specific infrastructure grants
- Enterprise zone
- Oregon stabilization & conversion fund
- Oregon Resource & Technology Corp.

Tax rates:

Corp. excise tax	7.5% of net income
Personal income tax	4.2%-10.8%
Sales tax	none
Franchise & incorp. tax	$20-$400
Inventory tax	none
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	30
Two-year or junior colleges	13
Vocational & business schools	80

Medical facilities:

Hospitals	82
Clinics	NA

Labor analysis:

Civilian labor force	1,335,000 (1984)
High-school grads	75.8% of pop. 18 & over

For additional labor market information, contact Employ. Div., 875 N.E. Union St., Salem, OR 97310, 503/378-3220

Environment controls:

Air & water pollution: Dept. of Environ. Quality, 522 SW 5th, Portland, 97204, (503) 229-5696

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
OREGON	2,632.7	2,726.8
Albany	26.5	NA
Beaverton	30.6	NA
Corvallis	41.0	40.0
Eugene	105.6	105.1
Gresham	33.0	NA
Hillsboro	27.7	NA
Medford	39.6	43.7
Portland	366.4	408.9
Salem	89.2	93.8
Springfield	41.6	40.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Eugene- Springfield	275.2	266.4
Medford	132.5	141.3
*Portland	1,106.0	1,159.3
Salem	249.9	262.2

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON	205.5	38.9	10.47
Eugene—Springfield	19.4	37.8	10.63
Portland	93.9	39.4	10.83
Salem	15.5	37.8	8.57

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Portland, OR/WA 6/86
Office, professional, & technical	
Payroll clerks	$ 8.48
Accounting clerks	7.77
File clerks	5.62
Typists	6.61
Key entry operators	7.14

Secretaries	9.89
Switchbd opr-recept's	6.87
Word processors	7.83
Drafters	9.88
Computer operators	9.09
Computer programmers	12.57
Computer systems analysts	16.78
Maintenance & powerplant	
Carpenters	13.12
Electricians	14.62
Engineers, stationary	14.03
Machinists	13.81
Mechanics (machinery)	13.67
Tool & die makers	14.60
Custodial & material movement	
Guards	4.98
Janitors, porters & cleaners	6.66
Laborers, mat'l handling	10.37
Shippers & receivers	11.08
Truckdrivers	12.09
Forklift operators	10.56

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OREGON	1,375.3	76.8	5.6
Eugene-Springfield	137.0	7.9	5.8
Portland	625.8	30.8	4.9
Salem	128.0	6.8	5.3

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	32.1	35.5	13.89
MANUFACTURING	199.9	38.7	10.49
DURABLE GOODS	145.3	39.3	10.67
Lumber & wood prods.-SIC 24	63.5	39.5	11.14
Furniture & fixtures-SIC 25	2.7	36.8	7.93
Stone, clay, & glass prods.-SIC 32	3.0	NA	NA
Primary metal industries-SIC 33	8.8	41.4	11.95
Fabricated metal products-SIC 34	11.1	39.1	9.88
Machinery, except electrical-SIC 35	15.7	39.3	10.61
Electrical & electronic equip.-SIC 36	14.1	NA	NA
Transportation equipment-SIC 37	9.4	NA	NA
Instruments & related prods.-SIC 38	14.5	NA	NA
Misc. mfg. industries-SIC 39	2.5	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 5 (Eugene)
Beaverton 1, 5 (Portland)
Corvallis 5 (Salem)
Eugene 1, 4, 5, 8, 9, 11, 17, 21
Gresham (Portland)
Hillsboro 1, 5 (Portland)
Medford 5, 8, 11, 17, 21, 22
Portland 1-3, 5-22
Salem 1, 5, 8
Springfield 5 (Eugene)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. Illinois Central Gulf Railroad
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific System

Airlines

7. Alaska Airlines
8. Alaska Airlines Commuter-Horizon Airlines
9. American
10. America West
11. Continental
12. Delta
13. Eastern
14. Hawaiian Airlines
15. Northwest
16. Northwest Airlink
17. PSA Pacific Southwest
18. San Juan Airlines
19. Sunworld Intl. Airways
20. TWA
21. United
22. United Express-NPA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Corvallis	39	66	4987	202
Eugene	40	67	4799	261
Medford	38	73	4798	645
Portland	39	68	4691	332
Salem	39	66	4974	238

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 4e, 3g
Beaverton — 5e, 3g
Corvallis — 4e, 3g
Eugene — 2e, 3g
Gresham — 5e, 3g
Hillsboro —5e, 3g
Medford — 4e, 1g
Portland — 4e, 5e, 3g
Salem — 5e, 3g
Springfield — 6e, 3g

1. CP National Corp.
   2121 N. California Blvd., Ste. 400,
   Walnut Creek, CA 94596-8192
2. Eugene Water & Elec. Bd.
   500 E. 4th Ave., Box 10148, Eugene
   97440
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland 97204
5. Portland General Electric Co.
   121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board
   250 North A St., Box 300 Springfield
   97477

Utility serving cities under 25,000:

Pacific Northwest Generating Co.
David E. Piper, Gen. Mgr.
500 N.E. Multnomah, Ste. 1480
Portland 97232
503/235-3500

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	204	289
Gem stones	NA	350
Nickel — short tons (cont. of ore & concentrate)	1,175	W
Sand & gravel (construction)	13,441	42,597
Stone (crushed)	15,100	53,400
Talc & pyprophyllite	(1)	41
Combined value of cement, diatomite, gold, lime, pumice, stone (dimension), and values indicated by symbol W		51,288
Total 1986 (preliminary)		153,955

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data
(1) less than ½ unit

DEVELOPMENT COUNSELORS:

State Development Agency

Reid, Jerry Alton, CID, Bus. Dev. Mgr.
Oregon Econ. Dev. Dept.
Business Dev. Div.
595 Cottage St., N.E.
Salem, 97310
503/373-1225

Areas & Others

Klamath Falls

Gero, Joseph W., Exec. V.P.
Klamath County Econ. Dev. Assoc.
P.O. Box 1777, 97601-0102
503/882-960

Medford

Shelby, Liz, Dir.
Jackson Cty. Econ. Dev. Council
304 S. Central Ave., 97501
503/772-6293

Portland

Jones, Delna L., Econ. Dev. Dir.
Pacific N.W. Bell Telephone Co.
421 S.W. Oak St., 97204
503/242-5624

Peterson, Robert E.
Pacific Power & Light Co.
920 Southwest 6th Ave., 97204
503/243-3088

Roberts, Ronald L., Dir./R.E. Oper.
Upland Industries
921 S.W. Washington St., Ste. 777
Pittock Block Bldg., 97205
503/226-4888

Rosenburg

Kuhn, G. Anthony, Exec. Dir.
C.C.D. Business Dev. Corp.
744 Southeast Rose St., 97470
503/672-6728

WASHINGTON

STATE INFORMATION:

Financial assistance to industry:

- IRB/Umbrella Bonds
- Aid for job training
- Community Economic Revitalization Board grants/loans
- Sales tax deferrals

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax (local 0.5-1.0%; up to 0.6% metro tax optional)	6.5%
Franchise fee	$500
$100.00/yr renewal	
Incorporation fee	$175
$50.00/yr renewal	
Inventory tax	phased out
Gasoline tax	$.18/gal.

Advanced education facilities:

Four-year colleges & universities (Public & private)	22
Two-year or junior colleges (Public only)	27
Vocational & business schools (Public only)	5
Regional vocational skill centers (Public only)	8

Medical facilities:

Hospitals (licensed)	105
Clinics	NA

Labor analysis:

Civilian labor force (10/87 prelim.)	2,270,200
High-school grads	45,805 (85-86)

For additional labor market information, contact Employ. Security Dept., 212 Maple Park, KG-11, Olympia, WA 98504, 206/438-4800

Environment controls:

Air & water pollution: Dept. of Ecology, Olympia, 98504, 206/459-6000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
WASHINGTON	4,130.2	4,479.3
Auburn	26.4	30.4
Bellevue	73.9	81.6
Bellingham	45.8	46.5
Bremerton	36.2	36.2
Edmonds	27.5	NA
Everett	54.4	59.3
Kennewick	34.4	37.1
Longview	31.1	NA
Olympia	27.4	30.8
Renton	30.6	NA
Richland	33.6	31.1
Seattle	493.8	492.8
Spokane	171.3	175.8
Tacoma	158.5	163.0
Vancouver	42.8	44.0
Walla Walla	25.6	NA
Yakima	49.8	49.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Bellingham	106.7	116.1
Bremerton	146.6	170.9
Olympia	124.3	146.7
Richland-Kennewick- Pasco	144.5	142.5
*Seattle	1,606.8	1,758.2
Spokane	341.8	358.1
*Tacoma	485.6	537.3
*Vancouver	192.0	212.1
Yakima	172.5	184.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON	324.1	39.9	11.66
Seattle	186.6	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WASHINGTON	2,270.2	147.2	6.5
Seattle	1,006.0	54.6	5.4

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	79.9	36.5	16.22
MANUFACTURING	294.1	38.9	11.41
DURABLE GOODS	204.2	NA	NA
Lumber & wood prods.-SIC 24	37.9	37.5	11.55
Furniture & fixtures-SIC 23	3.7	NA	NA
Stone, clay, & glass prods.-SIC 32	6.5	NA	NA
Primary metals inds.-SIC 33	12.8	40.1	13.03
Fabricated metal products-SIC 34	9.6	NA	NA
Machinery, except electrical-SIC 35	15.3	NA	NA
Electrical & electronic equip.-SIC 36	12.4	NA	NA
Transportation equipment-SIC 37	89.3	39.9	13.28
Instruments & related prods.-SIC 38	10.8	NA	NA
Misc. mfg. industries-SIC 39	4.4	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Seattle Everett 12/85
Office, professional, & technical	
Payroll clerks	$ 8.87
Accounting clerks	8.19
File clerks	5.63
Typists	7.70
Key entry operators	6.80
Secretaries	10.45
Switchbd opr-recept's	6.76
Word processors	8.28
Drafters	12.16
Electronics technicians	14.41
Computer operators	10.19
Computer programmers	11.83
Computer systems analysts	14.46
Maintenance & powerplant	
Carpenters	14.17
Electricians	14.74
Engineers, stationary	14.40
Machinists	NA
Mechanics (machinery)	14.32
Custodial & material movement	
Guards	5.13
Janitors, porters, & cleaners	6.93
Laborers, mat'l handling	9.46
Shippers & receivers	11.28
Truckdrivers	13.04
Forklift operators	11.75

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Auburn 1, 5 (Seattle)
Bellevue 1 (Seattle)
Bellingham 1, 8, 29, 30
Bremerton 1 (Seattle)
Edmonds 1 (Seattle)
Everett 1 (Seattle)
Kennewick 1, 5 (Pasco)
Longview 1, 5 (Portland, OR)
Olympia 1, 5 (Seattle)
*Pasco 1, 8, 16, 29, 36
Renton 1 (Seattle)
Richland 1, 5 (Pasco)
Seattle 1-25, 27-36
Spokane 1, 7, 8, 15, 16, 25, 26, 29, 32, 35
Tacoma 1, 5 (Seattle)
Vancouver 1, 5 (Portland, OR)
Walla Walla 1, 8
Yakima 1, 5, 8, 29, 36

**Under 25,000*

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. CP Rail
4. Illinois Central Gulf
5. Union Pacific System

Airlines

6. Air Canada-Air BC Ltd.
7. Alaska Airlines
8. Alaska Airlines Commuter-Horizon Airlines
9. American

10. America West
11. Braniff
12. British Airways
13. Canadian Arlns. Intl. Ltd.-Pacific Western
14. Coastal Airways
15. Continental
16. Delta
17. Eastern
18. Finnair
19. Harbor Airlines
20. Hawaiian Airlines
21. Japan Air Lines
22. Kenmore Air Harbor
23. Lake Union Air Service
24. Mexicana
25. Northwest
26. Northwest Airlink
27. Pan American
28. Piedmont
29. PSA Pacific Southwest
30. San Juan Airlines
31. SAS
32. Sunworld Intl. Airways
33. Thai Airways Int'l.
34. TWA
35. United
36. United Express-NPA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	500
Portland	1,100	62,500
Clays	294	1,789
Gem stones	NA	W
Peat	W	190
Sand & gravel:		
Construction	26,200	75,300
Industrial	360	6,400
Stone:		
Crushed	9,300	34,000
Industrial	1	69
Combined value of barite (1985), calcium chloride, diatomite, gold, gypsum, lime, olivine, silver, and values indicated by symbol W		73,705
Total 1986 (preliminary)		254,453

* thousand short tons

W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Auburn — 9e, 2g, 13g
Bellevue — 9e, 13g
Bellingham — 9e, 1g
Bremerton — 9e, 1g
Edmonds — 8e
Everett — 8e, 13g
Kennewick — 5e, 1g
Longview — 7e, 1g
Olympia — 9e, 13g
Renton — 9e
Richland — 10e, 1g
Seattle — 11e, 13g
Spokane — 14eg
Tacoma — 12e, 13g
Vancouver — 6e, 3g
Walla Walla — 4e, 1g
Yakima — 4e, 1g

1. Cascade Natural Gas Corp.
   222 Fairview Ave. N., Seattle 98109
2. Enumclaw Gas Dept.
   1339 Griffin Ave., Enumclaw 98022
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland, OR 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland, OR 97204
5. P.U.D. No. 1, Benton County
   Box 6270, Kennewick 99336
6. P.U.D. No. 1, Clark County
   1200 Ft. Vancouver, Box C-005
   Vancouver 98668
7. P.U.D. No. 1, Cowlitz County
   960 Commerce Ave., Box 3007,
   Longview 98632
8. P.U.D. No. 1, Snohomish County
   2320 California, Box 1107, Everett 98206
9. Puget Sound Power & Light Co.
   Puget Power Bldg., Bellevue 98009
10. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352
11. Seattle City Light
    1015 Third Ave., Seattle 98104
12. Tacoma Pub. Utilities, Light Div.
    Box 11007, Tacoma 98411
13. Washington Natural Gas Co.
    815 Mercer St., Seattle 98109
14. Washington Water Power Co.
    1411 E. Mission Ave., Box 3727,
    Spokane 99220

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bellingham	37	62	5638	57
Everett	38	63	5352	76
Longview	39	64	5059	139
Seattle	41	65	4681	200
Spokane	26	70	6882	411
Tacoma	40	65	4796	158
Vancouver	38	66	5026	269
Yakima	28	70	6031	484

DEVELOPMENT COUNSELORS:

State Development Agency

Matson, Dennis, Dpty. Dir. Oper.
Washington State Dept. of Trade & Econ. Dev.
101 General Admin. Bldg., AX-13
Olympia, 98504
206/753-5630

Areas & Others

Seattle

Fleming, George T., Econ. Dev. Mgr.
Pacific N.W. Bell Telephone Co.
1600 7th Ave., Rm. 1906, 98191
206/345-5210

Knapp, T. F., R.E. Oper. Dir.
Upland Industries Corp.
16400 Southcenter Pkwy.
Suite 305, Southcenter Pl., 98188
206/575-4620

PUERTO RICO

STATE INFORMATION:

Financial assistance to industry:

Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment, and machinery and rental costs. Incentives are based on industry and location requirements.

Industrial parks and standard buildings are constructed in advance of demand, and facilities are built to specifications under turn-key contracts. Standard rentals are $1.25 to $2.50 per square ft.

Tax rates:

P.R. has a unique status under U.S. tax codes. Qualifying companies receive 100% credit against federal taxes on corporate income, even after these funds are repatriated.

Local tax incentives on corporate income and real estate personal property provide 90% exemption for 10 to 25 years, depending on the location. Municipal taxes and fees, which are legally limited, are 60% exempt for this period.

Advanced education facilities:

University campuses	8
Regional (community) colleges	30
Vocational schools	14
Technical institutes	5
Advanced program electronic schools	2

Industrial Pharmacy Educational Services (IPES)
(Public and private fund support for masters degrees given to industrial students)

Environmental controls:
Environmental Quality Board
Santos Rohena Betancourt, Pres.
204 Del Parque St.
P.O. Box 11488
Santurce, PR 00910
809/725-5140

POPULATION:

Municipalities over 25,000

	Census 1980	Estimate 1986
PUERTO RICO	3,196,520	3,274,000
Aguada	31,567	31,400
Aguadilla	54,606	53,900
Arecibo	86,766	91,000
Bayamón	196,206	211,600
Cabo Rojo	34,045	34,900
Caguas	117,959	126,300
Camuy	NA	26,000
Canovanas	31,880	31,400

Carolina	165,954	162,900
Cataño	26,243	26,600
Cayey	41,099	43,100
Cidra	28,365	28,900
Coamo	30,822	32,200
Corozal	28,221	28,800
Dorado	25,511	27,900
Fajardo	32,087	34,700
Guaynabo	80,742	85,200
Guayama	40,183	40,700
Gurabo	NA	26,500
Hatillo	29,958	29,300
Humacao	46,134	50,500
Isabela	37,435	37,700
Juana Diaz	43,505	42,600
Juncos	25,397	27,600
Lares	26,743	27,600
Mayaguez	96,193	98,900
Manati	36,562	40,600
Moca	29,185	28,400
Ponce	180,046	190,700
Rio Grande	34,283	39,800
Salinas	26,438	26,200
San German	32,922	35,500
San Juan	434,849	431,200
San Lorenzo	32,428	31,700
San Sebastian	35,690	34,900
Toa Alta	31,910	32,600
Toa Baja	78,246	80,800
Trujillo Alto	51,389	53,800
Utuado	34,505	34,100
Vega Alta	28,696	27,700
Vega Baja	47,115	48,300
Yabucoa	31,425	30,400
Yauco	35,742	38,900

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Aguadilla	152.8	151.4
Arecibo	160.3	146.3
*Caguas	265.9	184.5
Mayaguez	200.5	137.7
Ponce	232.6	256.6
*San Juan	1,509.4	1,107.9

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Area Wage Survey

Average straight-time hourly earnings

	Puerto Rico 9/87
Office, professional, & technical	
File clerks	$4.70
Secretaries	7.21
Typists	5.29
Switchbd operators	5.53
Drafters	7.34
Electronics technicians	9.20
Computer operators	7.40
Maintenance & powerplant (men)	
Carpenters	6.30
Electricians	7.66
Engineers, stat'ry	8.24
Machinists	9.19
Mechanics (machinery)	8.44
Tool & die makers	9.38
Custodial & material movement	
Guards and watchmen	3.85
Janitors, porters, & cleaners	4.21
Laborers, mat'l hdlg	5.21
Shipping packers	4.73
Truckdrivers	6.84
Forklift operators	6.30

Average Hourly Earnings in Manufacturing by SIC

SIC		Puerto Rico *3/87
23	Apparel & related prods	$ 4.02
28	Chemicals & allied prods	7.76
36	Electrical machinery, equip., & supplies	5.76
34	Fabricated metal products	5.32
20	Food & kindred products	5.47
25	Furniture & fixtures	3.93
31	Leather & leather prods	4.10
24	Lumber & wood products	3.96
35	Machinery, except elec.	5.44
26	Paper & allied products	5.29
29	Petroleum refining & related industries	9.60
33	Primary metal industries	5.82
27	Printing, publishing & allied industries	5.70
38	Professional & scientific instruments	5.87
30	Rubber & misc. plastic products	5.92
32	Stone, clay, glass, & concrete products	5.68
22	Textile mill products	4.52
21	Tobacco manufacturers	5.49
37	Transportation equipment	5.07
39	Misc. mfg. inds	5.15
	All mfg. industries	5.44

*Preliminary

Unemployment

Percent of workforce unemployed in fiscal year 1987 .... 17.7

TRANSPORTATION:

Esteban Davila, Exec. Dir.
Puerto Rico Maritime Shipping Authority
Banco de Ponce Bldg., 9th Floor
Hato Rey, 00918
P.O. Box 71105
San Juan, 00936
809/754-6565
(Provides regular round-trip sailing between San Juan and major main land, gulf, south Atlantic and east coast ports, and Pacific ports.)

Domestic Airlines

American
Eastern
Flying Tigers
Delta

Port Authority

José Buitrago, Exec. Dir.
Isla Grande Airport
Miramar
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260

CLIMATE:

Year-round average temperature .... 80°

UTILITIES:

Carlos Alvarado, Exec. Dir.
PR Electric Power Authority
G.P.O. Box 4267
San Juan, PR 00936
809/721-1212, 725-4232

Iran H. Puig, Gen. Mgr.
Communications Authority
Muñoz Rivera Ave. & Coll y Toste St.
P.O. Box 11248
Santurce, PR 00910
809/751-5151

Pedro Gaiarza, Pres.
PR Telephone Authority
1500 F. D. Roosevelt Ave.
G.P.O. Box 998
San Juan, PR 00936
809/782-8282

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,100	99,100
Clays	108	213
Lime	22	3,047
Sand & gravel	W	W
Stone:		
Crushed	5,400	26,000
Dimension	W	W
Total 1984 (preliminary)		128,360

* thousand short tons
W withheld to avoid disclosing company proprietory data

DEVELOPMENT COUNSELORS:

State Development Agency

Colorado, Antonio J., Admin.
Econ. Dev. Admin.
G.P.O. 2350
San Juan, PR 00936
809/758-4747
Keller, Judith
Mktg. Communications Dir.
Econ. Dev. Admin.
Commonwealth of Puerto Rico
1290 Ave. of Americas
New York, NY 10104
212/245-1200

Utility & Area

Santurce
González, José R., Pres.
Gov't Development Bank for PR
Minillas Governmental Center
P.O. Box 42001
Minillas Sta.
Santurce, PR 00940
809/726-2525
Ruiz-Javier, Luis Angel, Exec. Dir.
Aqueduct & Sewer Authority
604 Dr. Barbosa Ave.
P.O. Box 7066
Hato Rey, PR 00916
809/758-5757

CANADA

- ALBERTA
- BRITISH COLUMBIA
- MANITOBA
- NEW BRUNSWICK
- NEWFOUNDLAND
- NOVA SCOTIA
- ONTARIO
- PRINCE EDWARD ISLAND
- QUEBEC
- SASKATCHEWAN

PROVINCE INFORMATION:

Financial assistance to industry:
  Manpower aid for job training & job creation
  Loans & equity participation through Alberta Opportunity Company (a Crown corporation)
  The Western Transp. Ind. Dev. Prog. includes grants for food & agri. processors for ind. diversification projects & for related research & dev.
  Loan guarantees for Alberta exporters

Tax rates:
  Corporate income tax:
    General 11%
      (5% for mfg. business; 0% for small business effect. Apr. 1985)
  Personal income tax ....43.5% of federal
  Sales tax..none
  Incorp. & franchise tax ....none
  Inventory tax ....none
  Gasoline tax.....................................none

Advanced education facilities:
  Four-year colleges & universities 4
  Two-year or junior colleges...............10
  Vocational & business schools..........6

Medical facilities:
  Hospitals..132
  Clinics..130

Labor analysis:
  Civilian labor force.................1,145,000
  High-school grads.......................23,249

Environment controls:
Air & water pollution: Environmental Permits & Licenses:
  John Deflr, Dir., Standards & Approvals Br., Alberta Environ., Oxbridge Place, 5th Fl., 9820-106 St., Edmonton, T5K 2J6, 403/427-5883

Environmental spills etc.: R. N. Briggs, Dir., Pollution Control Div., (same address as above), 403/427-6270; Emergency No. 800/222-6514

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
ALBERTA	2,237.7	2,373.2
Calgary	592.7	636.3
Edmonton	532.2	573.3
Lethbridge	NA	58.9
Medicine Hat	40.3	41.6
Red Deer	NA	55.0
St. Albert	32.9	37.0

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Calgary	592.7	672.7
Edmonton	657.0	785.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALBERTA	84.3	36.4	12.20
Calgary	29.5	37.1	12.21
Edmonton	29.9	36.3	12.25

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALBERTA	1,256	121	9.7

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	84.3	36.4	12.20
DURABLE GOODS	38.2	37.4	12.69
NONDURABLE GOODS	46.2	35.4	11.66
Food & beverages-SIC 101-109	15.6	36.1	11.50
Wood prods.-SIC 251-259	6.3	36.0	11.78
Paper & allied ind.-SIC 271-274	2.0	38.3	14.94
Printing, pub., & allied ind.-SIC 286-289	9.9	31.6	11.69
Primary metal ind.-SIC 291-298	2.9	37.2	16.07
Metal fabricating ind.-SIC 301-309	10.9	37.9	12.68
Machinery, except elec.-SIC 311-318	5.5	37.3	13.09
Transportation equip.-SIC 321-329	2.4	36.3	11.99
Electrical prods.-SIC 331-339	3.0	39.2	13.03
Nonmetallic min. prods.-SIC 351-359	4.6	38.5	13.87
Petroleum & coal prods.-SIC 365-369	3.9	38.4	17.06
Chemicals & chem. prods.-SIC 372-379	5.2	39.3	14.99

*employees paid by the hour, including overtime

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Calgary — 1e, 2g
Edmonton — 3e, 6g
Lethbridge — 4e, 2g
Medicine Hat — 5eg
Red Deer — 7e, 6g
St. Albert — 8e, 6g

1. Calgary Electric System
   2808 Spiller Road, Box 2100
   Calgary T2P 2M5
2. Canadian Western Natural Gas Co.
   909 11th Ave., S.W.
   Calgary T2R 1L8
3. Edmonton Power
   Century Place, 9803-102 A Ave.,
   Edmonton
   T5J 3A3
4. Lethbridge Electric Dept.
   City Hall, Lethbridge T1J OP6
5. Medicine Hat Utilities
   580 1st St., S.E.
   Medicine Hat T1A 8E6
6. Northwestern Utilities Ltd.
   10035 105th St., Edmonton T5J 2V6
7. Red Deer Electric Light & Power
   Box 5008, Red Deer T4N 3T4
8. Transalta Utilities Corp.
   110 12th Ave., S.W., Box 1900
   Calgary T2P 2M1

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Calgary	12	62	113
Edmonton	6	64	121
Medicine Hat	10	68	89

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Calgary 1-5, 7-17, 19, 20
Edmonton 1, 3-7, 9-15, 18, 20
Lethbridge 3, 12
Medicine Hat 3, 12
Red Deer 1, 3 (Calgary)
St. Albert 1 (Edmonton)

Railroads

1. Canadian National Rwy.
2. Chicago and North Western Transportation
3. CP Rail

Airlines

4. Air Canada
5. Air Canada-Air BC, Ltd.
6. Air Canada-Northwest Territorial Airways, Ltd.
7. America West
8. Burrard Air
9. Canadian Airlines Intl. Ltd.
10. Canadian Airlines Intl. Attache
11. Canadian Airlines Commuter-Norcanair
12. Canadian Airlines Commuter-Time Air
13. Canadian Airlines Intl. Ltd.-Pacific Western
14. Continental
15. Delta
16. KLM
17. Lufthansa
18. Northwest
19. United
20. Wardair

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Gold (g)	17	329
Peat (metric ton)	74	14,395
Quartz (mt)	NA	4,300
Salt (metric ton)	1,470	15,380
Sodium sulfate	NA	2,816
Sulfur, elemental (metric ton)	6,583	604,805
Fuels		
Coal (metric ton)	25,070	396,000
Natural gas (thous. m³)	62,195	3,843,639
Natural gas by-products (m³)	20,111	1,955,955
Petroleum, crude (m³)	70,835	10,003,912
Structural Materials		
Clay products	NA	14,063
Cement (metric ton)	1,075	132,060
Lime (metric ton)	206	17,738
Sand & gravel (metric ton)	44,350	141,025
Stone (metric ton)	260	1,475
Total 1987 (preliminary)		17,148,092

DEVELOPMENT COUNSELORS:

Province Development Agency

Cole, Tren J., Dir.
Business Locations
Alberta Econ. Dev. & Trade
12th Fl., Sterling Place
9940-106 St.
Edmonton, T5K 2P6
403/427-0669

Areas & Others

Calgary
McDonald, Bruce A., Dir. Bus. Dev. Dept.
Calgary Econ. Dev. Authority
P.O. Box 2100, Station M, T2P 2M5
403/268-2771

Edmonton
Shields, Allan, Ind. Dev. Mgr.
Bus. Dev. Dept.
Edmonton Econ. Dev. Authority
2410 Oxford Tower
10235-101 St., T5J 3G1
403/424-7870
Dove, A. J., Ind. Dev. Mgr.
Mountain Region
CN Rail
10004-104 Ave., T5J 0K2
403/429-8388

Lethbridge
Moore, William H., Bus. Dev. Off
O'Connell, Denis S., Econ. Dev. Dir.
City of Lethbridge, City Hall
910-4th Ave. S., T1J 0P6
403/320-3910

Lac La Biche
McArthur, David N.S., Dir.
Economic Dev. Program
Regional Econ. Dev. Council
Box 658, T0A 2C0
403/623-4493

Medicine Hat
Cormier, David A., Econ. Dev. Mgr.
City of Medicine Hat
City Hall, T1A 0C7
403/526-5971

Red Deer
Scott, Alan V., Econ. Dev. Dir.
City of Red Deer
P.O. Box 5008, T4N 3T4
403/342-8105

BRITISH COLUMBIA

PROVINCE INFORMATION:

Financial assistance to industry:

- Conventional financing for buildings & equipment
- Several programs provide loans at reduced rates for modernization, expansion or establishment of manufacturing or processing facilities
- Five-year provincial corporate income tax holiday for designated industries.
- Provincial venture-capital fund for assisting advanced-technology start-ups & expansions
- Tax rebates to encourage venture capital corps.
- Incentives for employee share ownership plans

Tax rates:

Corporate income tax (general)	14%
Corporate income tax (small bus.)	11%
Personal income tax	8.76-14.94% of taxable income
Personal property tax	none
Sales tax	6%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	(Cdn.) $0.075/liter

Advanced education facilities:

Colleges & universities	18
Vocational & other institutions	4

Medical facilities:

Hospitals	134

Labor analysis:

Civilian labor force	1.5 million
High-school grads	1.4 million

Environment controls:

Air & water pollution: Mr. R.H. Ferguson, Dir., Waste Mgt. Branch, Ministry of Environ., 810 Blanshard St., Victoria, B.C. V8V 1X5, 604/387-9993

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
BRITISH COLUMBIA	2,744.7	2,908.9
Burnaby	136.5	NA
Chilliwack	40.6	NA
Kamloops	64.0	61.5
Kelowna	59.2	61.5
Nanaimo	47.1	49.3
New Westminister	38.6	40.2
North Vancouver	34.0	35.9
Port Coquitlam	27.5	29.3
Prince George	67.6	67.7
Vancouver	414.2	433.5
Victoria	64.4	66.6

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Vancouver	1,268.2	1,395.4
Victoria	233.5	258.3

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
BRITISH COLUMBIA		
159.2	35.4	15.22

BRITISH COLUMBIA

Vancouver	88.3	35.4	13.95
Victoria	4.4	34.4	13.21

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
BRITISH COLUMBIA	1,438	194	13.5

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	159.2	35.4	15.22
DURABLE GOODS	84.4	36.3	15.64
NONDURABLE GOODS	74.8	34.3	14.65
Food & beverages-SIC 101-109	23.8	34.3	14.03
Wood prods.-SIC 251-259	43.4	36.1	16.39
Paper & allied ind.-SIC 271-274	19.7	36.0	19.23
Printing, pub., & allied ind.-SIC 286-289	12.1	29.6	13.80
Primary metal ind.-SIC 291-298	4.3	36.1	17.90
Metal fabricating ind.-SIC 301-309	8.8	37.5	14.94
Machinery, except elec.-SIC 311-318	6.3	38.0	15.41
Transportation equip.-SIC 321-329	10.3	34.1	15.60
Electrical prods.-SIC 331-339	4.4	38.6	11.05
Nonmetallic min. prods.-SIC 351-359	4.1	37.6	14.82
Petroleum & coal prods.-SIC 365-369	1.0	45.8	16.42
Chemicals & chem. prods.-SIC 372-379	3.4	36.3	13.38

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Kamloops 3, 4, 6, 9, 14, 21, 22
Kelowna 3, 4, 6, 9, 11, 14, 21, 22, 34
Nanaimo 9, 13, 16, 21, 35, 36
New Westminster 2-4 (Vancouver)
North Vancouver 1, 2, 4 (Vancouver)
Prince George 1, 3, 9, 14, 18, 22
Vancouver 2-5, 7-10, 12, 13, 15-28, 31-33, 35-40
Victoria 3, 7-9, 11, 16, 18, 21, 22, 26, 29, 30, 33, 35

Railroads

1. BC Rail
2. Burlington Northern R.R. Co.
3. Canadian National Rwy.
4. CP Rail
5. Illinois Central Gulf Railroad

Airlines

6. Adastra Aviation
7. Air BC
8. Air Canada
9. Air Canada-Air BC, Ltd.
10. Air New Zealand
11. Airspeed Aviation
12. American
13. Aquila Air
14. Aviair Aviation
15. British Airways
16. Burrard Air
17. CAAC
18. Canadian Airlines Intl. Ltd.
19. Canadian Airlines Intl. Attache
20. Canadian Airlines Intl. Commuter-Burrard Air
21. Canadian Airlines Intl. Commuter-Time Air
22. Canadian Airlines Intl. Ltd.-Pacific Western
23. Cathay Pacific
24. Contintental
25. Delta
26. Helijet Airways
27. Japan Air Lines
28. KLM
29. Kenmore Air Harbor
30. Lake Union Air Service
31. Lufthansa
32. Qantas
33. San Juan Airlines
34. Shuswap Flight Ctr.
35. Skylink Airlines
36. Tyee Airways
37. United
38. Waglisla Air
39. Wardair
40. Wilderness Airlines

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Kamloops	21	70	90
Prince George	11	59	162
Vancouver	36	63	161
Victoria	39	60	142

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Kamloops — 1e, 2g
Kelowna — 3e, 2g
Nanaimo — 1e, 5g
New Westminster — 1e, 4e
North Vancouver — 1e
Prince George — 1e, 2g
Vancouver — 1eg
Victoria — 1eg

1. British Columbia Hydro (Electric)
   970 Burrard St., Vancouver V6Z 1Y3
   British Columbia Hydro (Gas)
   3777 Longheed Hwy., Burnaby V5C 3Y3
2. Inland Natural Gas Co., Ltd.
   1066 West Hastings St., Vancouver V6J 2G9
3. Kelowna Electric Dept.
   1435 Water St., Kelowna V1Y 1J4
4. New Westminster Electric Dept.
   City Hall, 511 Royal Ave.
   New Westminster V3L 1H9
5. Vancouver Island Gas Co., Ltd.
   Ste. 6-77 Victoria Crescent, Nanaimo V9R 5B9

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Antimony (kg)	373	2,178
Bismuth (kg)	NA	5
Cadmium (kg)	340	1,935
Copper (kg)	348,246	837,183
Gold (g)	11,925	226,980
Iron ore (metric ton)	64	2,313
Lead (kg)	67,210	71,041
Molybdenum (kg)	11,581	92,648
Silver (kg)	397	118,796
Zinc (kg)	118,656	151,168
Nonmetals		
Asbestos (metric ton)	95	47,791
Barite (metric ton)	NA	1,126
Gemstones (kg)	NA	1,876
Gypsum (metric ton)	497	5,304
Quartz (metric ton)	NA	2,309
Sulfur in smelter gas (metric ton)	23	3,464
Sulfur, elemental (metric ton)	293	44,626
Fuels		
Coal (metric ton)	21,440	923,800
Natural gas (thous. m^3)	7,378	292,611
Natural gas by-products (m^3)	532	40,815
Petroleum, crude (m^3)	2,128	312,880
Structural Materials		
Clay products	NA	6,833
Cement (metric ton)	1,247	88,287
Lime (metric ton)	115	9,848
Sand & gravel (metric ton)	38,600	102,290
Stone (metric ton)	4,085	23,700
Total 1987 (preliminary)		3,428,963

DEVELOPMENT COUNSELORS:

Province Development Agency

Poole, J. C., Asst. Deputy Minister
International Marketing Division
Ministry of Economic Development
B.C. Enterprise Center
P.O. Box 19, 750 Pacific Blvd.
Vancouver, B.C. V6B 5C7
604/660-4567

Areas & Others

Kamloops
Elverhoy, Rino, Econ. Dev. Off.
Thompson-Nicola Reg. Dist.
2079 Falcon Rd.,V2C 4J2
604-372-9336

Kelowna
Browns, Dwight, Econ. Dev. Cmsr.
Reg. District of Central Okanagan
540 Groves Ave., V1Y 4Y7
604/763-4918

Prince George
McMann, Dale, Mgr.
Prince George Region Dev. Corp.
1102 6th Ave, V2L 3M4
604/564-0282

PROVINCE INFORMATION:

Financial assistance to industry:

Programs:
- Manitoba jobs & training
- Development agreements
- Feasibility studies
- Winnipeg core-area small business
- Venture capital
- Trade assistance
- Manitoba graduates in business
- Youth business start

Tax rates:

Corporate income tax:
Small business 10%
Other 17%
Personal income tax of federal basic tax 54%
Sales tax 7%

Advanced education facilities:
Four-year colleges & universities 6
Vocational & business schools 9

Labor analysis:
Civilian labor force 533,000

Environment controls:

Air & water pollution: Clean Environ. Cmsn., 139 Tuxedo Blvd., Winnipeg, Manitoba, R3N 0H6, 204/945-7120

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
MANITOBA	1,026.2	1,075.6
Brandon	34.9	39.0
Winnipeg	564.5	597.5

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Winnipeg	585.0	628.4

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Winnipeg	1	68	121

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANITOBA	57.5	37.9	10.52

*employees paid by the hour, including overtime

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	57.5	37.9	10.52
DURABLE GOODS	25.3	39.2	11.23
NONDURABLE GOODS	32.2	36.8	9.89
Food & beverages-SIC 101-109	11.5	37.1	10.88
Clothing-SIC 243-249	7.0	36.9	6.20
Printing, pub., & allied ind.-SIC 286-289	5.5	32.9	10.94
Metal fabricating ind.-SIC 301-309	4.3	38.9	12.00
Machinery, except elec.-SIC 311-318	4.7	39.0	11.61
Transportation equip.-SIC 321-329	6.6	37.5	11.73
Electrical prods.-SIC 331-339	1.8	42.7	12.17
Chemicals & chem. prods.-SIC 372-379	1.1	39.8	11.57

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MANITOBA	532	42	7.8

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Brandon 1, 2, 10
Winnipeg 1-14

Railroads

1. Canadian National Rwy.
2. CP Rail
3. Illinois Central Gulf Railroad

Airlines

4. Air Canada
5. Air Canada-Air Ontario
6. Bearskin Lake Air Service
7. Canadian Airlines Intl. Ltd.
8. Canadian Airlines Intl. Commuter-Norcanair
9. Canadian Airlines Intl. Commuter-Calm Air Intl.
10. Canadian Airlines Intl. Ltd.-Pacific Western
11. Northland Air Manitoba
12. Northwest
13. Northwest Territorial
14. Perimeter

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Brandon — 2e
Winnipeg — 3e, 1g

1. Greater Winnipeg Gas Co.
   265 Notre Dame Ave., Winnipeg
   R3B 1N9
2. Manitoba Hydro-Electric Board
   820 Taylor Ave., Box 815
   Winnipeg R3C 2P4
3. Winnipeg Hydro
   5th Floor, Administration Bldg.
   Civic Centre, Winnipeg R3B 1C1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	115	655
Cobalt (kg)	395	7,432
Copper (kg)	71,791	172,586
Gold (g)	3,753	71,431
Lead (kg)	594	628
Nickel (kg)	56,277	386,114
Selenium (kg)	58	1,080
Silver (kg)	38	11,272
Tantalum (Ta_2O_5) (kg)	36	2,358
Tellurium (kg)	8	231
Zinc (kg)	66,164	84,294
Nonmetals		
Gypsum (metric ton)	431	8,202
Sulfur in smelter gas (metric ton)	41	5,079
Sulfur, elemental (metric ton)	2	191
Fuels		
Natural gas by-prods. (thous. m^3)	5	471
Petroleum, crude (m^3)	777	112,761
Structural Materials		
Clay products	NA	3,739
Cement (metric ton)	451	48,868
Lime	NA	5,317
Sand & gravel (metric ton)	13,000	36,790
Stone (metric ton)	4,125	28,000
Total 1987 (preliminary)		1,022,484

DEVELOPMENT COUNSELORS:

Province Development Agency

Eliasson, Hugh G.
Deputy Manager
Manitoba Dept. of Ind., Trade, & Tech.
Rm. 352, Legislative Bldg.
Winnipeg, R3C 0V8
204/945-3751

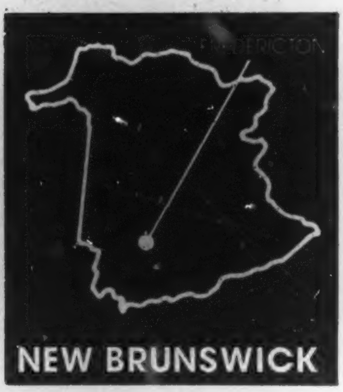
NEW BRUNSWICK

Areas & Others

Winnipeg

George, Ted A., Gen. Mgr.
Winnipeg Bus. Dev. Corp.
509-167 Lombard Ave., R3B OV3
204/944-8686

Gregory, R. Gary, Ind. Dev. Mgr.
CN Rail, Prairie Region
Room 350, 123 Main St.
P.O. Box 832, R3C 2P8
204/946-2223



PROVINCE INFORMATION:

Financial assistance to industry:
- Direct loans
- Loan and bond issue guarantees
- Equity
- Venture capital
- Investment tax credits
- Cash grants
- Interest rate buydowns
- Special loan insurance

Tax rates:

Corporate income tax .... varies depending on business classification

Personal income tax ....58% of federal basic tax

Personal property tax:

Residential ....$1.50/$100 assessed value

Nonresidential ....$2.25/$100 assessed value

Sales tax..11%

Incorporation fee...........................$240 registration fee

Gasoline tax..........7.8¢/litre (reg. lead), 8.4¢/litre (reg. unlead), 8.7¢/litre (premium)

Diesel tax ....8.0¢/litre

Advanced education facilities:

Four-year colleges & universities 4

Vocational & business schools........10

Medical facilities:

Hospitals...36

Health centers 21

Labor analysis:

Civilian labor force....................322,000 (Dec. 1987)

High school graduates ....8,741 (June 1986)

Environment Controls:

Air & Water Pollution: Pollution Control Branch, Dept. of Municipal Affairs and Environment, Gov't of New Brunswick, P.O. Box 6000, Fredericton, E3B 5H1, 506/453-2861

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
NEW BRUNSWICK	696.4	710.4
Fredericton	44.0	44.3
Moncton	54.7	55.4
Saint John	80.5	75.7

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Saint John	114.0	120.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW BRUNSWICK	37.5	38.4	11.14
Moncton	3.6	37.6	10.75
Saint John	7.1	40.7	14.01
Fredericton	2.0	37.4	8.63

*employees paid by the hour, including overtime

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	37.5	38.4	11.14
DURABLE GOODS	13.0	40.3	10.59
NONDURABLE GOODS	24.5	37.4	11.48
Food & beverages-SIC 101-109	13.2	35.7	9.01
Wood-SIC 251-259	5.3	41.5	9.60
Paper & allied ind.-SIC 270-274	5.9	41.4	17.27
Printing, pub., & allied ind.-SIC 286-289	1.7	34.3	9.68
Metal fabricating ind.-SIC 301-309	1.8	39.2	11.80
Transportation equip.-SIC 321-329	2.7	38.7	12.48
Misc. manufacturing ind.-SIC 391-399	0.7	40.7	8.62

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW BRUNSWICK	303	41	13.3

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Fredericton 1-3, 5, 6
Moncton 1, 3-6
Saint John 1-7

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. Air Canada-Air Nova Inc.
5. Canadian Airlines Intl. Ltd.
6. Canadian Airlines Intl. Commuter-Air Atlantic
7. Eastern Express-Bar Harbor

UTILITIES:

Electric Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Fredericton — 1
Moncton — 1
St. John — 2

1. New Brunswick Elec. Power
   515 King St., Fredericton E3B 4X1
2. St. John Power Cmsn.
   239 Charlotte St., Box 850, St. John E2L 4C7

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Antimony (kg)	3,171	10,797
Bismuth (kg)	177	1,874
Cadmium (kg)	61	346
Copper (kg)	7,767	18,673
Gold (g)	442	8,417
Lead (kg)	79,433	83,960
Silver (kg)	208	62,248
Zinc (kg)	231,410	294,816
Nonmetals		
Peat (metric ton)	241	25,288
Sulfur in smelter gas (metric ton)	91	11,140
Fuels		
Coal (metric ton)	550	32,800
Natural gas (thous. m³)	1	14
Petroleum, crude (m³)	NA	13
Structural Materials		
Clay products	NA	2,850
Cement	NA	9,285
Sand & gravel (metric ton)	9,650	NA
Stone (metric ton)	2,465	13,750
Total 1987 (preliminary)		700,709

DEVELOPMENT COUNSELORS:

Province Development Agency

Ouellette, Ginette, Ind. Promo. Off.
Ind. Promo. Off., Ind. Promo Div.
N. B. Dept. of Comm. & Tech.
P.O. Box 6000
Fredericton, E3B 5H1
506/453-3981

Areas & Others

Edmundston
Beaulieu, Roland
Pelletier, Rino, Gen. Dir.
Northeast Industrial Cmsn.
174 Church St., P.O. Box 490, E3V 3L2
506/735-4769

Fredericton
Price, S. R., Gen. Mgr.
Capitol Region Dev. Cmsn.
Suite 1, 2nd Fl.
618 Queen St., E3B 1C2
506/454-3080

Moncton
Daigle, Paul J., Gen. Mgr.
Moncton Ind. Dev. Ltd.
95 Foundry St., Ste. 469, E1C 5H7
506/857-0700

Carreau, Gerald J., Sr. Ind. Dev. Off.
Marketing
CN Rail
CN Terminal Bldg., 7th Fl.
1234 Main St., E1C 1H7
506/853-2228

MacDermott, A.G., Exec. Dir.
Gtr. Moncton Econ. Dev. Auth.
P.O. Box 725, E1C 8M9
506/858-9550

Saint John
O'Leary, Donald F., Gen. Mgr.
St. John Fundy Reg. Dev. Comm. Inc.
15 Market Sq., Box 1971, E2L 4L1
506/658-2918

Tracadie
Cormier, Roland J., Ind. Cmsr.
Peninsula Econ. Expansion Cmsn.
P.O. 940, E0C 2B0
506/395-2261

NEWFOUNDLAND

PROVINCE INFORMATION:

Financial assistance to industry:

- Newfoundland & Labrador Dev. Corp. (NLDC) 709/753-3560
- Rural Agricultural & Northern Dev. (RAND)
- Rural Development Authority 709/576-3184
- Rural Incentives Program 709/576-3184
- Dept. of Development
  - Technical Assistance Program 709/576-5061
  - Market & Product Dev. Program (MAPD) 709/576-2782
  - Ocean Industries Development Centre 709/772-2524
  - Retail Sales Tax Exemption 709/576-2465
- Industrial Incentives Board (Fed/Prov) 709/576-3171
- Dept. of Regional Economic Expansion/Industry Trade & Commerce, Indust. & Reg. Dev. Program 709/772-4917
- Canada Employment & Imigration Commission (CEIC) 709/772-4600
- Federal Bus. Dev. Bank (FBDB) 709/772-5505
- Dept. of Fisheries
  - Secondary Processing Interest Subsidy Program 709/576-3749
- Export Dev. Corp. 902/429-0426
- National Research Council
  - Industrial Research Assistance 709/754-1937

Tax rates:

Corporate income tax (as of 7/1/88):	
Manufacturing & processing income eligible for small bus. deduction	22%
Excess	42%
Personal income tax	60% of federal
Personal property tax	varies locally
Sales tax	12%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	built into pump price

Advanced education facilities:

Four-year colleges & universities	1
Regional colleges	5
Institute of fisheries & marine dynamics	1
Technical institutes	2

Medical facilities:

Board-operated hospitals	32
Cottage hospitals	4

Labor analysis:

Civilian labor force	191,000
High-school grads.	3,000/annum

Environment controls:

Air & water pollution: D. G. Jeans, Asst. Dpty. Minister, Dept. of Environ., Govt. of Newfoundland & Labrador, 4th fl. Confederation Bldg., West Block, St. John's, AIC 5T7, 709/576-2559

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1987
NEWFOUNDLAND	567.7	567.9
Corner Brook	24.3	22.5
St. John's	83.8	96.1

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1987
St. John's	154.8	161.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEWFOUNDLAND	21.8	36.8	10.66
Cornerbrook	1.4	40.0	16.53
St. John's	5.4	39.5	11.68

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEWFOUNDLAND	215	41	19.2

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	21.8	36.8	10.66
DURABLE GOODS	2.7	39.8	11.03
NONDURABLE GOODS	19.1	36.4	10.60
Food & beverages-SIC 101-109	15.0	35.3	9.23
Wood-SIC 251-259	0.7	43.2	8.11
Printing, pub., & allied ind.-SIC 286-289	0.8	37.1	8.12
Transportation equip.-SIC 321-329	1.2	39.2	12.75
Nonmetallic min. prods.-SIC 351-359	0.4	44.2	12.50

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Corner Brook 1 (5 through Deer Lake)
St. John's 1-4, 6, 7

Railroads

1. Canadian National Rwys.

Airlines

2. Air Atlantic
3. Air Canada
4. Air Canada-Air Nova Inc.
5. Air Canada-Air Ontario
6. Canadian Airlines Intl. Ltd.
7. Canadian Airlines Intl. Commuter-Air Atlantic

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	10	58
Gold (g)	NA	7,804
Iron ore (metric ton)	18,775	685,423
Silver (kg)	NA	15
Zinc (kg)	13,358	17,018
Nonmetals		
Asbestos (metric ton)	60	21,000
Gypsum (metric ton)	410	4,656
Peat (metric ton)	4	673
Quartz (metric ton)	NA	1,668
Soapstone, talc, pyrophyllite (metric ton)	NA	1,668
Structural Materials		
Clay products	NA	960
Cement (metric ton)	NA	9,541
Sand & gravel (metric ton)	2,650	13,250
Stone (metric ton)	535	2,950
Total 1987 (preliminary)		767,816

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
St. John's	25	60	210

UTILITIES:

Electric Utility Serving St. John's & Cornerbrook

Newfoundland Light & Power Co., Ltd.
Kenmount Rd., Box 8910, St. John's
A1B 3P6

DEVELOPMENT COUNSELORS:

Province Development Agency

Dir. of Prospect Dev., Dept. of Dev.
Gov't of Newfoundland & Labrador
P.O. Box 4750, St. John's, AIC 5T7
709/576-2781

St. John's
Bath, Kai, Promo. Officer
City of St. John's
P.O. Box 908, A1C 5M2
709/576-8600

NOVA SCOTIA

PROVINCE INFORMATION:

Financial assistance to industry:
- Loan programs
- Location assistance
- Incentive programs
- Research & development
- Expansion assistance

Tax rates:

Corporate income tax:

Federal....... 28% for Canadian mfg., 35% for other business, 8% for small mfg., 14% for other small business, plus 3% surtax for all in 1987

Provincial.................... 15% (10% for small business. New small bus. eligible for 2-yr. exempt. from provincial tax)

Personal income tax ....56.5% of federal basic rate

Personal property tax:

Residential ....$1.39/$100

Commercial & bus. occ....$2.47/$100 of assessed value

Sales tax...........10%(groceries & most clothing & shoes excl.)

Gasoline ....$.087/litre

Investment tax credit... 20% mainland Nova Scotia; 60% Cape Breton

R&D tax credit 10%

Advanced education facilities:

Four-year colleges & universities 12

Vocational & business schools..........2 institutes of technology, 14 regional vocational schools

Medical facilities:

Hospitals 52

Clinics...NA

Labor analysis:

Civilian labor force......... 419,000 (7/86)

High school seniors....................10,800 (1987-88 est.)

Environment Controls:

Air & water pollution: Nova Scotia Dept. of Environ., Suite 600, 1660 Hollis Street, Halifax, 902/424-5300

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
NOVA SCOTIA	847.4	876.8
Dartmouth	62.2	65.6
Halifax	114.6	113.5
Sydney	29.4	27.6

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Halifax	277.7	298.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NOVA SCOTIA		
39.9	37.9	10.83
Halifax		
9.8	38.7	11.63
Truro		
2.4	36.3	9.47

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NOVA SCOTIA		
395	53	13.5

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
39.9	37.9	10.83
DURABLE GOODS		
11.7	40.6	10.53
NONDURABLE GOODS		
28.2	36.6	10.97
Food & beverages–SIC 101-109		
13.6	35.0	9.16
Textile prod.–SIC 181-189		
1.7	37.6	9.15
Wood–SIC 251-259		
2.6	40.4	8.48
Paper & allied ind.–SIC 271-274		
3.3	41.1	16.17
Printing, pub., & allied ind.–SIC 286-289		
2.0	35.0	10.06
Metal fabricating ind.–SIC 301-309		
1.3	41.2	10.83
Transportation equip.–SIC 321-329		
3.3	41.3	11.50
Electrical prods.–SIC 331-339		
1.4	38.3	9.59
Chemicals & chem. prods.–SIC 372-379		
0.4	38.8	11.70

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Dartmouth 1 (Halifax)
Halifax 1-9
Sydney 1, 3-6

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. Air Canada-Air Nova Inc.
5. Canadian Airlines Intl. Ltd.
6. Canadian Airlines Intl. Commuter-Air Atlantic
7. Canadian Airlines Intl. Commuter-Air St. Pierre
8. Cougar Helicopters
9. Eastern Express-Bar Harbor

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Halifax	26	65	152
Sydney	24	64	179

UTILITIES:

Electric Utility Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Dartmouth — 1
Halifax — 1
Sydney — 1

1. Nova Scotia Power Corp.
   P.O. Box 910, Halifax B3J 2W5

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Gold (g)	NA	2,960
Silver (kg)	NA	1
Nonmetals		
Barite (metric ton)	NA	1,360
Gypsum (metric ton)	6,034	51,010
Fuels		
Coal (metric ton)	2,820	170,700
Petroleum, crude (m^3)	5	448
Structural Materials		
Clay products	NA	7,730
Cement	NA	39,509
Sand & gravel (metric ton)	7,575	22,725
Stone (metric ton)	4,830	26,000
Total 1987 (preliminary)		390,095

DEVELOPMENT COUNSELORS:

Province Development Agency

Baillie, Robert W., Dir.
Industrial Promotion Branch
Nova Scotia Dept. of Ind., Trade & Tech.
P.O. Box 519
1800 Argyle St., Halifax, B3J 2R7
902/424-5320

Areas & Others

Halifax
Russell, R.
Regional Industrial Expansion
P.O. Box 940, Station M, B3J 2V9
902/423-3293

PROVINCE INFORMATION:

Financial assistance to industry:
- Loans including term, interest forgiveness, & guarantees
- Tax incentives including accelerated depreciation on machinery
- Site selection assistance
- Employee training assistance programs
- Business & plant consulting
- Export assistance programs
- Component sourcing assistance
- Technology consulting services

Tax rates:

Corporate income tax:
  Ontario rate 15.5%
  Fed. rate 36.0%
  Combined rate 51.5%
Personal income tax .... 50% of basic Federal (1986 tax year)
Personal property tax .... varies
Sales tax:
  Federal 12.0%
  Ontario .... 7.0% (with some exceptions)
Incorporation fee $220.00
Franchise tax .... none
Inventory tax .... none
Gasoline tax .... .083¢/litre (reg)

Advanced education facilities:

Four-year colleges & universities 17
Colleges of applied arts & sciences 22
Vocational & business schools 220

Labor analysis:

Civilian labor force 4,877,000
High school graduates 145,099

Environment Controls:

Air & water pollution: W. R. Belfour, Dir., Environ. Approvals & Land Use Planning Branch, Ontario Ministry of the Environ., 8th Fl., 135 St. Clair Ave. W., Toronto, M9V 1K6, 416/965-6975

POPULATION:

Cities over 25,000

	Census 1981 (Thousands)	Estimate 1987 (Thousands)
ONTARIO	8,625.1	9,204.4
Ajax	25.5	38.2
Barrie	38.4	49.1
Belleville	34.8	36.3
Brampton	149.0	194.2
Brantford	74.3	76.6
Burlington	114.9	117.4
Caledon	26.6	30.1
Cambridge	77.1	80.5
Chatham	40.9	42.4
Cornwall	46.1	46.6
Guelph	71.2	79.3
Halton Hills	NA	35.7
Hamilton	306.4	307.8
Kingston	52.6	55.5
Kitchener	139.7	152.4
London	254.3	271.9
Markham	77.0	119.9
Milton	20.8	32.6
Mississauga	315.0	382.4
Newcastle	31.9	34.4
Newmarket	29.8	35.5
Niagara Falls	71.0	72.5
North Bay	51.2	NA
North York	559.6	NA
Oakville	75.8	88.8
Oshawa	117.6	124.7
Ottawa	295.1	302.3
Peterborough	60.6	61.3
Pickering	37.8	50.6
Richmond Hill	37.8	47.9
St. Catharines	124.0	123.8
St. Thomas	27.2	29.1
Sarnia	50.8	49.0
Sault Ste. Marie	82.7	81.0
Stoney Creek	36.7	44.6
Stratford	26.3	26.6
Sudbury	91.8	88.6
Thunder Bay	112.5	112.6
Timmins	44.7	46.9
Toronto	599.2	615.9
Vaughan	29.7	NA
Waterloo	49.4	60.1
Welland	45.5	45.2
Whitby	36.7	47.1
Windsor	192.0	193.9
Woodstock	26.4	26.5

Census Metropolitan Areas

	Census 1981 (Thousands)	Estimate 1987 (Thousands)
Hamilton	542.1	560.8
Kitchener	287.8	315.2
London	283.6	345.5
Oshawa	154.2	206.5
Ottawa - Hull	718.0	826.7
St. Catharines - Niagara	304.3	344.5
Sudbury	150.0	148.6
Thunder Bay	121.3	122.6
Toronto	2,999.0	3,470.9
Windsor	246.1	255.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
ONTARIO 976.0	39.2	12.45
Brantford 14.6	37.9	11.32
Brockville 5.0	41.0	12.82
Chatham 6.2	41.4	13.75
Cornwall 9.1	40.4	11.01
Guelph 14.6	39.5	12.06
Hamilton 72.5	39.3	14.54
Kingston 8.4	37.9	12.70
Kitchener 51.7	37.8	11.28
London 23.2	38.6	12.28
Oshawa 26.9	37.5	15.72
Ottawa 25.0	36.4	13.00
Ottawa-Hull 31.3	37.5	13.83

ONTARIO

Peterborough	7.2	39.6	12.13
Sarnia	13.3	38.5	16.82
St. Catharines-Niagara	30.2	41.8	15.43
Stratford	6.4	38.3	11.81
Toronto	413.1	39.1	11.47
Windsor	40.9	42.8	15.14

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ONTARIO	4,877	302	6.2

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	976.0	39.2	12.45
DURABLE GOODS	519.5	40.1	13.08
NONDURABLE GOODS	456.5	38.0	11.57
Food & beverages-SIC 101-109	101.5	38.3	11.58
Tobacco prods.-SIC 151-153	1.8	38.1	22.68
Rubber & plastic prods.-SIC 162-165	46.9	38.2	10.92
Leather prods.-SIC 172-179	10.1	38.0	7.73
Textile prods.-SIC 181-189	31.4	39.9	10.81
Knitting mills-SIC 231-239	6.3	35.8	7.46
Clothing-SIC 243-249	26.8	36.4	7.26
Wood prods.-SIC 251-259	26.6	40.0	10.11
Furniture & fixtures-SIC 261-268	34.9	39.2	9.77
Paper & allied ind.-SIC 271-274	44.9	40.0	14.51
Printing, pub., & allied ind.-SIC 286-289	73.7	35.3	11.96
Primary metal ind.-SIC 291-298	61.9	41.2	15.77
Metal fabricating ind.-SIC 301-309	99.4	40.9	12.46
Machinery, except elec.-SIC 311-318	58.2	40.2	12.62
Transportation equip.-SIC 321-329	137.0	39.2	14.49
Electrical prods.-SIC 331-339	74.8	39.8	11.35
Nonmetallic min. prods.-SIC 351-359	26.7	42.0	13.38
Petroleum & coal prods.-SIC 365-369	9.2	47.1	15.77
Chemicals & chem. prods.-SIC 372-379	55.8	38.6	13.08
Misc. manufacturing ind.-SIC 391-399	48.1	36.9	10.63

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Barrie 2 (Toronto)
Belleville 2, 4 (Peterborough)
Brampton 2, 4 (Toronto)
Brantford 2, 4 (Hamilton)
Burlington 2, 4 (Hamilton)
Cambridge 2 (Hamilton)
Chatham 2, 4-6 (Windsor)
Cornwall 2, 4, 40
Guelph 2, 4 (Hamilton)
Halton Hills (Toronto)
Hamilton 2, 4, 15, 48
Kingston 2, 4, 10, 23
Kitchener 2, 4 (Hamilton)
London 2, 4, 10, 22-24
Markham 2 (Toronto)
Mississauga (Toronto)
Newcastle 2, 4
Newmarket 2 (Toronto)
Niagara Falls 2, 6 (Buffalo, NY)
North Bay 2, 4, 7, 9, 10, 32, 37, 52
Oakville 2, 4 (Toronto)
Oshawa 2, 4, 44
Ottawa 2, 4, 9, 10, 20-24, 26, 31, 36, 41, 42, 44, 48, 50, 52, 53
Peterborough 2, 4, 52
Pickering 2 (Toronto)
Richmond Hill 2 (Toronto)
St. Catharines 2 (Buffalo, NY)
St. Thomas 2-6 (London)
Sarnia 2, 5, 10, 23
Sault Ste. Marie 1, 4, 7, 10, 20, 23, 37
Stoney Creek 2 (Hamilton)
Stratford 2 (London)
Sudbury 2, 4, 7, 9, 10, 23, 37, 52
Thunder Bay 2, 4, 7, 9, 10, 17, 20, 22, 23, 37
Timmins 7, 9, 10, 32, 37
Toronto 2, 4, 8-14, 16, 18-25, 27-30, 33-35, 38-40 43, 45-54
Waterloo 2, 4 (Hamilton)
Welland 2, 3, 6 (Buffalo, NY)
Whitby 2, 4 (Toronto)
Windsor 2, 4-6, 9, 10, 20, 23, 44, 52
Woodstock 2, 4 (London)

Railroads

1. Algoma Central Rwy.
2. Canadian National Rwys.
3. Conrail
4. CP Rail
5. CSX Transportation, Inc.
6. Norfolk and Western Railway
7. Ontario Northland Rwy.

Airlines

8. Aeromexico
9. Air Canada
10. Air Canada-Air Ontario
11. Air France
12. Air Jamaica
13. Air Muskoka
14. Alitalia
15. Allegheny Commuter
16. American
17. Bearskin Lake Air Service
18. British Airways
19. BWIA Int'l
20. Canadian Airlines Int'l. Ltd
21. Canadian Airlines Int'l Attache
22. Canadian Airlines Int'l Ltd-Pacific Western
23. Canadian Intl. Commuter-Ontario Express
24. City Express
25. Commuter Express
26. Continental
27. Delta Connection-Business Express
28. Delta Connection-Comair
29. Eastern
30. El Al
31. First Air
32. Frontier Air
33. KLM
34. Lufthansa
35. Mall Airways
36. Nordair Metro
37. Norontair
38. Northwest
39. Olympic
40. Pem Air Limited
41. Piedmont
42. Quebecair-Inter Ltd.
43. Sabena
44. Skycraft Air Transport
45. Skywalker
46. Swissair
47. TAP Air Portugal
48. Tempus Air
49. United
50. USAir
51. Varig
52. Voyageur Airways
53. Wardair
54. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Barrie — 1e, 40g
Belleville — 2e, 41g
Brampton — 3e, 40g
Brantford — 4e, 42g
Cambridge — 5e
Chatham — 6e, 42g
Cornwall — 7e, 41g
Guelph — 8e, 42g
Halton Hills — 9e
Hamilton — 10e, 42g
Kingston — 11eg, 41g
Kitchener — 12eg
London — 13e, 42g
Markham — 14e, 40g
Mississauga — 15e, 40g
Newcastle — 16e
Newmarket — 17e, 40g
Niagara Falls — 18e, 40g
North Bay — 19e, 41g
Oakville — 20e, 42g
Oshawa — 21e, 40g
Ottawa — 22e, 40g
Peterborough — 23e, 40g
Richmond Hill — 24e, 40g
St. Catharines — 25e, 40g
St. Thomas — 26e, 42g
Sarnia — 27e, 42g
Sault Ste. Marie — 28e, 41g
Stoney Creek — 29e, 42g
Stratford — 30e, 42g
Sudbury — 31e, 41g
Thunder Bay — 32e, 41g
Timmins — 33e, 41g
Toronto — 34e, 40g
Waterloo — 35e, 42g

Welland — 36e, 40g
Whitby — 37e, 40g
Windsor — 38e, 42g
Woodstock — 39e, 42g

1. Public Utilities Cmsn.
   Box 7000, Barrie L4M 4V8
2. Utilities Cmsn.
   Box 939, Belleville K8N 5B6
3. Hydro-Electric Cmsn.
   50 Main St., S. Brampton L6W 3P7
4. Public Utilities Cmsn.
   Box 308, Brantford N3T 5N8
5. Hydro-Electric Cmsn.
   Box 1060, Cambridge N1R 5X6
6. Public Utilities Cmsn.
   Box 70, Chatham N7M 5K2
7. Cornwall Electric
   1001 Sydney St., Box 1179
   Cornwall K6H 5V3
8. Board of Light & Heat Cmsrs.
   104 Dawson Road
   Guelph N1H 1A7
9. Hydro-Electric Cmsn.
   66 Mill St., Georgetown L7G 3H7
10. Hydro-Electric Cmsn.
    Box 249, Hamilton L8N 3E4
11. Public Utilities Cmsn.,
    211 Counter St.,
    Box 790, Kingston K7L 4X7
12. Public Utilities Cmsn.
    (Hydro Elect. Cmsn.)
    P.O. Box 1118 (Box 9010)
    Kitchener N2G 4G7 (N2G 4L2)
13. Public Utilities Cmsn.
    Box 2700, London
    N6A 4H6
14. Hydro-Electric Cmsn.
    Box 1600, Markham L3P 3V7
15. Hydro-Electric Cmsn.
    3240 Mavis Rd.
    Mississauga L5C 3K1
16. Public Utilities Cmsn.
    Box 130
    Bowmanville L1C 3K9
17. Hydro-Electric Cmsn.
    500 Water St., Newmarket L3Y 1M5
18. Hydro-Electric Cmsn.
    Box 120, Niagara Falls L2E 6S9
19. Hydro-Electric Cmsn.
    1350 Fisher St., North Bay P1B 2H1
20. Hydro-Electric Cmsn.
    Box 1900, Oakville L6J 5E3
21. Public Utilities Cmsn.
    100 Simcoe St. S., Oshawa L1H 7M7
22. Hydro-Electric Cmsn.
    Box 8700, Ottawa K1G 3S4
23. Utilities Cmsn.
    Box 4125, Peterborough K9J 6Z5
24. Hydro-Electric Cmsn.
    Box 418
    Richmond Hill L4C 4Y6
25. Hydro-Electric Cmsn.
    Box 83, St. Catharines L2R 6R8
26. Public Utilities Cmsn.
    Box 400, St. Thomas N5P 3V4
27. Hydro Electric Cmsn.
    Box 2140, Sarnia N7T 7L6
28. Public Utilities Cmsn.
    Box 9000, Sault Ste. Marie
    P6A 6P2
29. Hydro-Electric Cmsn.
    Box 9220,
    Stoney Creek L8G 3Y2
30. Public Utilities Cmsn.
    Box 397, Stratford N5A 6T5
31. Hydro-Electric Cmsn.
    Box 250, Sudbury P3E 4P1
32. Hydro-Electric Cmsn.
    34 N. Cumberland St.,
    Thunder Bay P7A 4L4
33. Ontario Hydro
    700 University Ave., Toronto
    M5G 1X6
34. Hydro Electric System
    14 Carlton St., Toronto M5B 1K5
35. Hydro Electric Cmsn.
    Box 640, Waterloo N2J 4A3
36. Hydro-Electric Cmsn.
    Box 280, Welland L3B 5P6
37. Hydro-Electric Cmsn.
    Box 59
    Whitby L1N 5R8
38. Utilities Commission
    Box 1625,
    Windsor N9A 5T7
39. Public Utilities Cmsn.
    Box 245, Woodstock N4S 7X4
40. The Consumers' Gas Co., Ltd.
    100 Simcoe St.,
    Toronto M5H 3G2
41. Northern & Central Gas Corp., Ltd.
    245 Yorkland Blvd., Willowdale
    M2J 1R1
42. Union Gas Ltd.
    50 Keil Dr. N.
    Chatham N7M 5M1

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
London	21	69	165
Ottawa	12	69	152
Thunder Bay	5	64	141
Toronto	24	71	134
Windsor	24	72	137

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Bismuth (kg)	NA	3
Cadmium (kg)	1,512	8,602
Cobalt (kg)	2,484	47,034
Copper (kg)	280,634	674,643
Gold (g)	54,070	1,029,159
Iron ore (metric ton)	3,214	NA
Lead (kg)	8,500	8,984
Nickel (kg)	131,528	902,417
Selenium (kg)	336	6,213
Silver (kg)	336	100,457
Tellurium (kg)	8	234
Uranium (kg)	4,364	509,235
Zinc (kg)	323,057	411,574
Nonmetals		
Barite	NA	1,400
Gemstones	NA	77
Gypsum (metric ton)	1,439	18,736
Neptheline syenite (metric ton)	499	21,404
Quartz (metric ton)	926	10,627
Salt (metric ton)	5,724	140,489
Soapstone, talc, pyrophyllite	NA	11,476
Sulfur in smelter gas (metric ton)	498	50,107
Sulfur, elemental (metric ton)	NA	38
Fuels		
Natural gas (thous. m^3)	508	62,050
Petroleum, crude (m^3)	133	18,933
Structural Materials		
Clay products	NA	130,866
Cement (metric ton)	5,201	413,671
Lime (metric ton)	1,535	116,222
Sand & gravel (metric ton)	94,500	289,170
Stone (metric ton)	51,000	260,800
Total 1987 (preliminary)		5,656,635

DEVELOPMENT COUNSELORS:

Province Development Agency

Hildebrand, Bart, Dir. of Ind. Invest.
Plant Location & Munic. Liaison
Ministry of Industry, Trade & Tech.
Hearst Block, Queen's Park
Toronto, M7A 2E1
416/965-2085

Areas & Others

Bramptom
Robert Cranch, Dir., Bus. Dev.
The Corp. of the City of Bramptom
150 Central Park Dr.
L6T 2T9
416/793-4110

Brantford
Amos, David, Econ. Dev. Dir.
Berryman, Lloyd, Dev. Cmsr.
City of Brantford
City Hall
100 Wellington Sq., N3T 2M3
519/759-4150

Cobourg
Liberty, Frankie, Econ. Dev. Dir.
Diamond Triangle Econ. Dev. Cmsn.
1011 William St., K9A 4K2
416/372-5481

Guelph
Mairs, Jim
City of Guelph
City Hall, N1H 3A1
519/837-5600

Hamilton
Ghanem, Saad, Econ. Dev. Dept.
Macaluso, Gabe, Bus. Dev. Off.
Rea, Ronald, Bus. Dev. Off.
Reg. Municipality of Hamilton-Wentworth
119 King St. W.
P.O. Box 910, L8N 3V9
416/526-4233 or 4234

Kitchener
Thomson, William, Cmsr.
Bus. Dev. Dept., City of Kitchener
P.O. Box 118, N2G 4G7
519/885-7814

London
Heron, Douglas, Econ. Dev. Dir.
Corp. of the City of London
300 Dufferin Ave.
P.O. Box 5035, N6A 4L9
416/679-4545

Oshawa
Nicol, Robert, Econ. Dev. Dir.
Corp. of the City of Oshawa
50 Centre St. S., L1H 328
416/725-7351

Ottawa
Markey, Shaun C., Mktg. Mgr.
Dept. of Econ. Dev.
111 Sussex Dr., K1N 5A1
613/564-1632

Peterborough
McLeod, Alexander, Dev. Mgr.
City of Peterborough
500 George St. W., K9H 3R9
705/748-8844

Scarborough

Miele, Frank
Econ. Dev. Dept.
Borough of Scarborough
Civic Centre
150 Borough Dr., M1P 4N7
416/296-7743

Thunder Bay

Charbonneau, P. R., Gen. Mgr.
Thunder Bay Econ. Dev. Corp.
203-620 Victoria Ave. E.
P7C 1A9
807/623-2711

Toronto

Baxter, Donald M., Exec. Dir.
The Municipality of Metro Toronto
Office of the Chairman
2nd Fl., City Hall, M5H 2N1
416/947-8001

McHugh, Igantius
Ind. Liaison Mgr., Plng. & Dev. Dept.
City of Toronto
18th Fl. East Tower
New City Hall, M5H 2N2
416/367-7570

Whitby

Leigh, Norm, Mgr.
Business Development
Region of Durham
605 Rossland Rd. E., L1N 6A3
416/869-3763

PRINCE EDWARD ISLAND

PROVINCE INFORMATION:

Financial assistance to industry:

- Financial & technical marketing assistance
- Provincial loans & incentives for capital projects
- For information, please contact:
  Industrial Development Division
  P.E.I. Department of Industry
  P.O. Box 2000
  Charlottetown, P.E.I. CIA 7N8
  902/892-5445

Tax rates:

Corporate income tax	20%
Personal income tax	52.5% of basic federal
Commercial property tax	$1.50/$100
Non-commercial property tax	$.75/$100
Residential property tax	$.65/$100
Sales tax	10%
Franchise & incorp. tax	none
Inventory tax	none
Gasoline tax	8.3¢/litre
Diesel tax	10.1¢/litre

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	2
Vocational & business schools	4

Medical facilities:

Hospitals	6
Clinics	8

Labor analysis:

Civilian labor force	59,000 (1985 avg.)
High-school grads	1,585 (1985)

Environment Controls:

Air & Water Pollution: Prince Edward Island Dept. of Community Affairs, Box 2000, Charlottetown, C1A 7N8, 902/892-0311

POPULATION:

	Census 1981 —Thousands—	Estimate 1987
PRINCE EDWARD ISLAND	122.5	126.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
PRINCE EDWARD ISLAND	4.3	40.2	7.13
Charlottetown	1.3	38.5	8.23

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PRINCE EDWARD ISLAND	59	9	14.9

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	4.3	40.2	7.13
Food & beverages–SIC 101-109	2.8	40.6	6.78

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1-6

Railroads

1. Canadian National Rwys.

Airlines

2. Air Canada
3. Air Canada-Air Nova Inc.
4. Canadian Airlines Intl. Ltd.
5. Canadian Airlines Intl. Commuter-Air Atlantic
6. Icarus Flying Service

CLIMATE:

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
Charlottetown	20	65	169

UTILITIES:

Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328, 134 Kent St., Charlottetown C1A 7N2

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Structural Material		
Sand & gravel (metric ton)	540	1,917
Total 1987 (preliminary)		1,917

DEVELOPMENT COUNSELORS:

Province Development Agency

Cameron, D. A., Dir.
Prince Edward Island Dept. of Industry
Box 2000, Charlottetown, C1A 7N8
902/892-5445

Areas & Others

St. Anthony

Parsons, John J., Town Mgr.
Town of St. Anthony
P.O. Box 128, AOK 450
709/454-3454

PROVINCE INFORMATION:

Financial assistance to industry:

- No collateral investment loans
- Financing for R&D activities
- Lowest electricity rates
- Tax credits for investment & R&D
- Aid for job training
- No-fee consulting services:
  - Product & market information
  - Site selection, 200 Industrial parks
  - Finding joint venture partners
  - Promotion of licensing agreements

Tax rates:

Corporate income tax	5.9%
Personal income tax	14%-44%

Personal property tax	none
Sales tax	9%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.164/litre

Advanced education facilities:

Three-year universities	12
Two-year or junior colleges	97
Vocational & business schools	(12 included in above)

Medical facilities:

Hospitals	236
Clinics	109

Labor analysis:

Civilian labor force	3,280,000
College grads	20,400 (annual)
University grads	17,100

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
QUEBEC	6,438.4	6,570.4
Alma	26.2	26.0
Anjou	37.3	37.0
Aylmer	26.7	29.4
Beauport	60.4	63.3
Boucherville	29.7	31.4
Brossard	52.2	58.2
Cap-de-la Madeleine	32.6	32.9
Charlesbourg	68.3	69.3
Châteauguay	36.9	38.1
Chicoutimi	60.1	61.3
Côte-St-Luc	27.5	28.8
Dollard-des-Ormeaux	39.9	43.6
Drummondville	27.3	36.0
Gatineau	75.0	82.2
Granby	38.0	38.7
Hull	56.2	59.2
Jonquière	60.4	58.4
Lachine	37.5	34.7
LaSalle	76.3	75.8
Laval	268.3	286.8
Longueuil	124.3	125.9
Montréal	980.3	1,017.8
Montréal-Nord	95.0	90.0
Pierrefonds	38.4	39.9
Pointe-aux-Trembles	36.2	NA
Pointe-Claire	NA	26.3
Quebec	166.4	164.9
Repentigny	34.4	41.7
Rimouski	29.1	29.8
St. Eustache	29.7	32.6
Ste. Foy	68.9	69.9
St. Hubert	60.5	67.1
St. Hyacinthe	38.2	38.7
St. Jean-sur-Richelieu	35.6	34.7
St. Laurent	66.0	67.3
St. Léonard	79.4	75.7
Sept-Îles	29.2	25.3
Sherbrooke	74.1	74.7
Trois-Rivières	50.5	50.2
Valleyfield	29.6	27.8
Verdun	61.3	60.3

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Chicoutimi - Jonquiere	135.1	158.8
Montréal	2,828.3	2,943.0
Québec	576.1	606.9
Trois Rivières	106.0	129.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
QUEBEC	522.6	38.7	11.19
Chicoutimi-Jonquière	9.9	39.4	16.53
Drummondville	6.3	39.0	11.41
Montreal	295.5	38.5	10.77
Quebec City	23.1	38.3	10.97
Shawinigan	5.1	37.5	14.07
Sherbrooke	8.6	39.2	10.98
Sorel	4.9	39.5	16.23
St-Hyacinthe	4.2	35.8	10.86
Trois-Rivières	10.1	39.4	13.39

*employees paid by the hour, including overtime

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	552.6	38.7	11.19
DURABLE GOODS	224.2	40.2	11.66
NONDURABLE GOODS	328.4	37.7	10.83
Food & beverages-SIC 101-109	61.0	37.8	11.40
Tobacco prods.-SIC 150-153	3.5	33.3	21.23
Rubber & plastic prods.-SIC 162-165	19.1	36.8	10.42
Leather prods.-SIC 172-179	8.3	37.8	7.49
Textile prods.-SIC 180-189	28.5	39.0	9.20
Knitting mills-SIC 230-239	10.9	40.6	7.37
Clothing-SIC 243-249	60.9	35.6	7.33
Wood prods.-SIC 250-259	35.6	40.2	9.63
Furniture & fixtures-SIC 261-268	21.6	39.8	8.80
Paper & allied ind.-SIC 271-274	46.0	39.1	15.38
Printing, pub., & allied ind.-SIC 286-289	36.5	35.3	12.53
Primary metal ind.-SIC 291-298	26.4	41.3	15.35
Metal fabricating ind.-SIC 301-309	35.5	39.9	11.24
Machinery, except elec.-SIC 311-318	18.8	38.4	11.58
Transportation equip.-SIC 321-329	37.0	40.2	12.96
Electrical prods.-SIC 331-339	32.7	40.1	12.00
Nonmetallic min. prods.-SIC 351-359	16.5	41.4	12.59
Petroleum & coal prods.-SIC 365-369	3.4	40.4	15.06
Chemicals & chem. prods.-SIC 372-379	26.0	40.7	12.44
Misc. manufacturing ind.-SIC 391-399	24.4	38.2	7.55

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
QUEBEC	3,221	336	10.4

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Montreal.

Alma 8
Anjou (M)
Aylmer 3 (Ottawa, Ont.)
Beauport 1 (Quebec)
Boucherville 1 (M)
Brossard 1
Cap de la Madeleine 3 (Quebec)
Charlesbourg 1 (Quebec)
Chateauguay 2 (M)
Chicoutimi 1 (37, 41, 42, 44 through Saguenay)
Cote-St.-Luc (M)
Dollard-des Ormeaux (M)
Drummondville 1, 3 (M)
Gatineau 3, 44
Granby 1 (M)
Hull 3 (Gatineau)
Jonquiere 1 (37, 41, 42, 44 through Saguenay)
Lachine 1, 3 (M)
LaSalle 2, 3 (M)
Laval (Ville de) (M)
Longueuil 1 (M)
Montreal 1-11, 14-41, 44-55
Montreal Nord 1 (M)
Outremont 2, 3
Pointe-aux-Trembles 1
Pointe Claire 1, 3 (M)
Quebec City 1, 3, 9, 12, 17-37, 41, 43, 44
Rimouski 1, 13
Ste. Foy 1 (Quebec)
St. Hubert 1 (M)
St. Hyacinthe 1, 3 (M)
St. Jean 1 (M)
St. Jerome 1, 3 (M)
St. Laurent 1 (M)
St. Leonard 1, (M)
Sept-Iles 9, 13, 41, 42, 44
Sherbrooke 1, 3 (M)
Trois Rivieres 1, 3 (Quebec)
Valleyfield 1, 2 (M)
Verdun (M)

Railroads

1. Canadian National Rwys.
2. Conrail
3. CP Rail
4. Delaware & Hudson Railway

Airlines

5. Aeroflot
6. Aerolineas Argentinas
7. Aeromexico
8. Air Alma
9. Air Canada
10. Air Canada-Air Ontario
11. Air France
12. Air Inuit
13. Air Satellite
14. Alitalia

15. American
16. British Airways
17. Canadian Airlines Intl. Ltd.
18. Canadian Airlines Intl. Attache
19. Canadian Airlines Intl. Commuter-Air St. Pierre
20. City Express
21. Continental
22. Cubana
23. Czechoslovak Airlines
24. Delta
25. Delta Connection-Business Express
26. Eastern
27. El Al
28. Finnair
29. First Air
30. Iberia
31. KLM
32. Lan Chile S.A.
33. LOT
34. Lufthansa
35. Mall Airways
36. Nationair
37. Nordair Metro
38. Northwest
39. Olympic
40. Piedmont
41. Quebecair
42. Quebecair-Aviation Quebec Labrador Ltee
43. Quebecair-Les Ailes De Charlevoix
44. Quebecair-Quebecair-Inter Ltd.
45. Royal Air Maroc
46. Sabena
47. Skycraft Air Transport
48. Swissair
49. TAP Air Portugal
50. Tempus Air
51. USAir
52. Varig
53. Voyageur Airways
54. Wardair
55. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alma — 1e, 5e
Anjou — 5e, 4g
Aylmer — 5e, 3g
Beauport — 5e
Boucherville — 5e, 4g
Brossard — 5e, 4g
Cap de la Madeleine — 5e
Charlesbourg — 5e
Chateauguay — 5e
Chicoutimi — 5e
Cote-St-Luc — 5e, 4g
Dollard-des Ormeaux — 5e, 4g
Drummondville — 5e
Gatineau — 5e, 3g
Granby — 5e
Hull — 5e, 3g
Jonquiere — 7e
Lachine — 5e, 4g
LaSalle — 5e, 4g
Laval — 5e, 4g
Longueuil — 5e, 4g
Montreal — 5e, 4g
Montreal N — 5e, 4g
Outremont — 5e, 4g
Pierrefonds — 5e, 4g
Pointe-aux-Trembles — 5e, 4g
Pointe Claire — 5e, 4g
Quebec City — 5e
Repentigny — 5e
Rimouski — 5e
Ste. Foy — 5e
St. Hubert — 5e, 4g
St. Jean — 5e
St. Jerome — 5e
St. Laurent — 5e
St. Leonard — 5e, 4g
Sept-Iles — 5e
Sherbrooke — 5e, 6e, 2g
Trois Rivieres — 5e
Valleyfield — 5e, 4g
Verdun — 5e, 4g

1. Alma Electric System
   140 ru St. Joseph, sud, Alma, G8B 3R1
2. Gas du Quebec
   1717 Du Havre, Montreal H2K 2X3
3. Gazifere Inc.
   71 Jean Proulx, Hull
4. Gaz Metropolitain, Inc.
   1155 Dorchester W.,
   Montreal H3B 3S7
5. Hydro-Quebec
   75 Dorchester Blvd. W., Montreal H2Z 1A4
6. Hydro-Sherbrooke
   1800 rue Roy, Sherbrooke J1K 1B6
7. Jonquiere Electric Service
   1710 Ste.-Famille, Jonquiere G7X 7W7

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Montreal	16	71	164
Quebec	11	67	164
Sherbrooke	15	68	170

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	90	509
Copper (kg)	56,378	135,533
Gold (g)	29,200	555,795
Iron ore (metric ton)	15,500	NA
Selenium (kg)	97	1,801
Silver (kg)	123	36,852
Tellurium (kg)	11	319
Zinc (kg)	93,200	118,737
Nonmetals		
Asbestos (metric ton)	510	166,377
Peat (metric ton)	300	26,250
Quartz (metric ton)	850	18,162
Soapstone, talc, pyrophyllite	NA	2,975
Sulfur in smelter gas (metric ton)	50	8,100
Structural Materials		
Clay products	NA	37,250
Cement (metric ton)	3,600	216,900
Sand & gravel (metric ton)	31,850	NA
Stone (metric ton)	37,925	189,625
Total 1987 (preliminary)		2,527,761

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SASKATCHEWAN

PROVINCE INFORMATION:

Financial assistance to industry:
Cost-shared mkt. & feasibility studies
Financial incentives for innovation & product development

Tax rates:
Corporate income
tax ....small bus.: 10%
no corp. tax on mfg. income

Personal income tax	combined federal & provincial based on sliding tax scale commencing at $12,014 with a tax rate of $74 + 6.09% up to an income of $62,667 with a tax rate of $25,238 + 58.07% on excess
Sales tax	7%
Incorp. & franchise tax	none
Inventory tax	none
Gasoline tax	none

Advanced education facilities:

Universities	2
Institutions of applied arts & sciences	4
Community colleges	14
Vocational & business schools	25

Environment controls:

Air & water pollution: Dept. of Environ. & Public Safety, 3085 Albert St., Regina, Saskatchewan S4S 0B1, 306/787-6113

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
SASKATCHEWAN	968.3	1,011.0
Moose Jaw	33.9	35.1
Prince Albert	31.4	33.9
Regina	162.6	175.8
Saskatoon	154.2	179.7

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Regina	164.3	187.2
Saskatoon	154.2	202.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
SASKATCHEWAN	21.9	35.9	12.06
Regina	5.9	36.4	13.91
Saskatoon	8.0	35.0	11.79

*employees paid by the hour, including overtime

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	21.9	35.9	12.06
DURABLE GOODS	9.3	37.1	12.13
NONDURABLE GOODS	12.6	34.8	11.99
Food & beverages-SIC 101-109	5.7	34.2	12.25
Wood-SIC 251-259	1.6	35.9	11.70
Printing, pub., & allied ind.-SIC 286-289	3.2	33.8	10.00
Metal fabricating ind.-SIC 301-309	1.5	35.6	11.54
Machinery, except elec.-SIC 311-318	2.0	36.1	10.88
Electrical prods.-SIC 331-339	0.8	45.0	13.04
Nonmetallic min. prods.-SIC 351-359	1.1	38.9	12.34
Petroleum & coal prods.-SIC 365-369	0.6	38.4	16.76

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SASKATCHEWAN	485	36	7.4

(figures are unadjusted for seasonal variation)

TRANSPORTATION

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Moose Jaw 1, 2 (Regina)
Prince Albert 1, 2, 5
Regina 1-3, 5, 6
Saskatoon 1-6

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. Canadian Airlines Intl. Ltd.
5. Canadian Airlines Intl. Commuter-Norcanair
6. Canadian Airlines Intl. Ltd.-Pacific Western

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	1	7
Copper (kg)	2,474	5,948
Gold (g)	946	18,002
Selenium (kg)	5	83
Silver (kg)	2	478
Tellurium (kg)	NA	17
Uranium (kg)	8,838	611,864
Zinc (kg)	1,431	1,823
Nonmetals		
Quartz (metric ton)	134	NA
Salt (metric ton)	448	24,506
Sodium sulfate (metric ton)	NA	23,223
Sulfur, elemental (metric ton)	10	1,102
Fuels		
Coal (metric ton)	9,910	111,500
Natural gas (thous. m³)	1,706	100,865
Natural gas by-products (m³)	203	17,221
Petroleum, crude (m³)	11,738	1,417,517
Structural Materials		
Clay products	NA	5,917
Cement (metric ton)	NA	17,904
Sand & gravel (metric ton)	13,850	29,775
Total 1987 (preliminary)		2,996,823

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Moose-Jaw — 1eg
Prince Albert — 1eg
Regina — 1eg
Saskatoon — 2e, 1g

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   2025 Victoria Ave. Regina S4P 0S1
2. Saskatoon Electric Dept.
   414 Ave. B South, Saskatoon
   S7M 1M8

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The Bank of Tokyo, Ltd.
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New York, NY 10005

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Washington, DC 20006
Telephone: 202/857-0170

FREE LITERATURE

OBTAIN PUBLICATIONS AND INFORMATION LISTED BELOW BY CIRCLING CORRESPONDING NUMBER ON BROCHURE SERVICE REPLY CARD.

NEW ENGLAND

CONNECTICUT

17 CLASSIConnecticut provides information on economic incentives, labor laws, taxes and urban enterprise zones.

18 **New Waterbury, CT** To receive your media packet, which includes information on: financial resources and assistance, the labor market, location and transportation, site selection, utilities, government and taxes, call (203) 753-115.

16 **Waterbury Renewal & Economic Development Agency** has complete demographics and key information for site seekers anxious to make a profitable move. The free information package includes financial resources, labor market, location and transportation sites, community resources, government and taxes, utilities, and cultural activities. Additional information is provided on Waterbury's enterprise zone and the city's dynamic economy.

MID ATLANTIC

NEW JERSEY

19 **Pureland Industrial Complex, NJ** Send for free brochure describing South Jersey's largest and fastest-growing industrial park, which offers transportation availability, highway access, and an extensive amenity package (including a wildlife preserve) on its 3,000 acres. Find out why national and international companies are relocating to Pureland.

NEW YORK

20 **Sullivan County, NY** only 1½ hours from NYC, wants you to give us the business. Information packet includes socio-economic data, financing, business resource guide, and color brochures on what to see and do in our beautiful Catskill Mountains, like play on one of our 40+ golf courses!

PENNSYLVANIA

10 **Lehigh County, PA** The Plant Location Survey contains constantly updated information, anticipating the informational needs of business and industrial executives, and providing answers to most of the questions asked by individuals not familiar with the Lehigh County area of Pennsylvania.

23 **Greater Wilkes-Barre, PA** — you should see us now! Contact the Greater Wilkes-Barre Partnership, Inc. about the northeast's most profitable combination of: Economical overnight delivery to one-third of the nation's population; skilled labor force with a strong work ethic; abundant surplus of water and low cost energy; high-quality, low-cost lifestyles with ideal recreational activities in the nearby Pocono Mountains; highly rated educational facilities ranked within the top 10% of the nation; sixth lowest crime rate in the United States.

24 **Schuylkill County, PA** Surrounded by I-81, I-80 and I-78, offering uncomplicated quick delivery to 70 million customers within a 300 mile radius. "Schuylkill County Profile" color brochure is available free. SEDCO provides all your information needs. All requests are confidential. Call Edward Dunleavy at 717-622-1954 or write 201 East Laurel Blvd., Pottsville, PA 17901.

SOUTH ATLANTIC

DELAWARE

26 **State of Delaware** See how you can cut your location decision down to size. Comprehensive literature details reasons for choosing the "Small Wonder": unique location, favorable business climate, productive growing labor force, and tax cuts and incentives for business in general, banking and food processing.

FLORIDA

27 **Broward Economic Development Board, FL** Broward offers a, "Guide Book to Broward County," listing businesses, major employers, and industries; office and industrial parks, industrial site map, and life-style information. The "Broward Market Profile" contains current demographics, labor, financing, education, and transportation. Also has a computerized data bank of available facilities.

28 **Southeastern Investment Properties, Inc. FL** — From office buildings to office parks, from warehouse space to industrial parks, Southeastern Investment Properties has a range of outstanding facilities for your consideration. Put our experience and our commitment to personalized service to work for you today. LET US SHOW YOU THE CENTRAL FLORIDA WE KNOW.

GEORGIA

29 **Atlanta Gas Light Company Industrial Development, GA** Give your new plant a quick start in Georgia. Call the Atlanta Gas Light Company Industrial Development specialists at 404-584-3844. We can help with site selection, employee training, environmental permitting as well as service your energy needs.

30 **Municipal Electric Authority of Georgia** has the following free literature available: Industrial Developers Guide gives 48 communities' vital statistics in executive summary format, with local contact information and a system map. "Full Services Cities" brochure explains the advantages MEAG cities offer with Georgia's uniquely competitive power supply system of joint ownership and customer choice.

31 **Savannah Economic Development Partnership, GA** Now is the time to make a move on the available sites and buildings in Savannah's broad inventory of locations. Send for our brochure, "Take Advantage of the Sites of Savannah." Read about the Savannah Economic Development partnership in the *Site Selector's Manual* - profiling information on markets, transportation specifics, labor training, incentives and community support.

MARYLAND

32 **Baltimore Gas & Electric** serves the Baltimore/Washington market with lower industrial electric costs than any major East Coast metropolitan area. Send for free rate comparisons, regional site data, and market trends.

14 **CSX Transportation** has a 20 page brochure providing a cross-section of typical construction costs for manufacturing and warehousing buildings in 20 eastern, midwest and Southeastern States. Also, data on available buildings from 1,500 - 1,000,000 sq. ft.

73 **State of Maryland** Comprehensive publications and services are offered to businesses interested in the state. Available information includes socio-economic data, cultural information, financing, industrial properties, taxes, foreign trade zones, enterprise zones, business regulations, etc.

NORTH CAROLINA

77 **Alexander County, NC** is blessed with the beauty of the mountains, the moderate climate of the Piedmont, and abundant resources. Its industrious citizens have combined and utilized its wealth of resources in such a manner that it has become one of the faster growing counties in the state.

78 **Charlotte, NC** Where America first discovered gold, it's now discovering wealth. Discover Charlotte. 90 minutes by air from New York. Chicago and Miami. One day away by truck. Plus, a new airport offering direct and non-stop access to over 100 cities. Discover a utility cost structure among the lowest in the nation. Low taxes. A local labor force exceeding 670,000 in a right-to-work state ranking dead last in work stoppages. Call Bill Millett at 704/377-6911.

79 **Gaston County, NC** "The Lure of Gaston County" includes the growing Charlotte-Gastonia-Rock Hill metro area, business attributes to improve your bottom line, and lifestyle amenities to tickle any fancy. Send for our "bait!"

75 **Greensboro Area Chamber of Commerce, NC** For information on: Sites, buildings & community data, please write or call: Mr. Max Hipp, C.I.D. or Marc Bush 919/275-8675 Greensboro Area Chamber of Commerce, 330 South Greene Street, Greensboro, NC 27401.

76 **State of North Carolina** "The North Carolina Story" explains why NC has led the Southeast in industrial growth in recent years. Industrial data file contains facts on financing, manpower, transportation, energy, legal aspects and lifestyles.

VIRGINIA

35 **Henrico County, VA** One of only ten counties in the entire U.S. to receive AAA bond ratings from both Moody's and Standard and Poor's. Henrico is a locality that takes its business as seriously as you take yours. Send for more information about this beautiful area.

34 **Prince William County, VA** The following publications are available upon request: Prince William County Development Guide; Prince William County, VA: A Community Profile; Regardies Regional Report; and the Prince William County Annual Report. Call 703/335-6680 for further information.

EAST NORTH CENTRAL

ILLINOIS

3 **Central Illinois Light Company** CILCO serves central and east central Illinois with electricity and natural gas. The area offers abundant resources for business relocation and expansion. For information about incentive rates and available buildings and sites, circle # or call 309/672-5015.

72 Central Illinois Public Service serves Southern, Eastern and Western Illinois with electricity and/or natural gas—over 500 communities. Full business assistance services, e.g. site tours, available property file, community profiles, etc., are available to business prospects and existing industries.

40 Lake County IL — Midway between Chicago and Milwaukee, Lake County is at the center of a metropolitan area of eight million people. The County offers an abundance of undeveloped land and 25 miles of Lake Michigan Shoreline.

41 Northern Illinois Gas Informative folder contains information on rates, territory, and facts about natural gas, as well as an annual report.

54 QUAD CITIES Iowa & Illinois (Davenport-Moline-Rock Island MSA) The Quad-City Development Group provides industrial and commercial sites and buildings information/tours plus comprehensive demographic/marketing data. Fulltime staff available.

42 Waukegan/Lake County, IL is the Great American County! Situated on Lake Michigan in the midst of the Chicago and Milwaukee markets. Lake County ranks as the second wealthiest in the state of Illinois. It is a fantastically growing area.

INDIANA

36 Indiana Department of Commerce "Indiana. We'll help you make it" gives key facts about Indiana's many advantages from low taxes to transportation, and outlines innovative economic development programs in labor training, financial, and regulatory assistance.

37 Northern Indiana Public Service Company This area has the resources, the facilities, and the know-how to support a wide variety of commercial and industrial businesses. Let Northern Indiana Public Service Company provide you with an information packet to help you make your location decisions.

MICHIGAN

38 Consumers Power Co., MI has indepth information of Michigan cities: facts and figures to give you an eye-opening look at what your competitors may be missing and personal site selection assistance to help you find exactly what you need. If you are future-oriented, call the Economic Development Team at 1-800-331-9366 (in Michigan 1-800-752-8361).

OHIO

1 American Electric Power Two operating subsidiaries serve 60 of the 88 counties in Ohio. Get community profiles and our Location Assistance Kit to provide you with details on many attractions available.

45 Cincinnati Gas & Electric, OH Once you have seen the alternatives, you will see the advantage in Greater Cincinnati. Write for "The Greater Cincinnati Advantage."

43 Toledo Edison, OH Centrally located within a two-hour drive of the nation's manufacturing core. Toledo gets shipments there "just in time." Send for descriptive brochure.

WISCONSIN

46 Kenosha Area Development Corp. Informational packets include brochures which describe; available financial assistance, sites, economic and demographic data, educational resources and market information for the Kenosha area. Kenosha is located on Lake Michigan, and is less than one hour from both Chicago and Milwaukee.

EAST SOUTH CENTRAL

ALABAMA

47 Dothan-Houston, AL "Our Accent is on Living." A complete community profile outlining the advantages of doing business in southeast Alabama, including population data, transportation, labor and wages, utilities, taxes, financing industrial park maps and quality of life information.

48 The Metrolpolitan Development Board is happy to respond to inquiries for information on demographics, cost of living, wage and tax rates, labor markets, available sites and facilities, quality of life and other factors relating to economic development and business location.

KENTUCKY

49 East Kentucky Power Detailed site and community information on prime industrial locations as analyzed in an area study by The Fantus Company. Includes all data for initial location planning plus 4-color aerial photos of sites.

WEST NORTH CENTRAL

IOWA

55 Iowa Southern Utilities New, 30,000 sq. ft. SHELL BUILDING, immediately available at very favorable terms (below actual cost) in Washington, Iowa. Iowa is a Right To Work state. Workforce readily available. For more information on this and other properties, contact: Ron Padavich, Manager Area Development, Iowa Southern Utilities Co., Centerville, IA 52544 515-437-4400.

54 QUAD CITIES Iowa & Illinois (Davenport-Moline-Rock Island (MSA) The Quad-City Development Group provides industrial and commercial sites and buildings information/tours plus comprehensive demographic/marketing data. Fulltime staff available.

KANSAS

9 Kansas Gas and Electric Company provides electric service to more than 130 towns and cities, including Wichita, in south central and southeast Kansas. Industrial customers — and certain commercial enterprises — can earn a 50% DISCOUNT on ELECTRIC POWER COSTS by building new facilities here (or expanding present ones) and creating new jobs.

56 State of Kansas For more information on "The Real Kansas," send for a copy of the Kansas Data Booklet. Information is available on incentives, financing, utilities, labor, education and training. Contact Bill Thompson, Kansas Department of Commerce, 400 West 8th, Suite 500, Topeka, KS 66603, 913-296-3483. Let us open your eyes to the Real Kansas.

MINNESOTA

57 St. Paul Port Authority, MN St. Paul Energy Park, a brochure describing this unique, mixed-use light industrial park midway between the St. Paul and Minneapolis CBI's. The PA offers sites and financing anywhere in St. Paul.

MISSOURI

16 Missouri Public Service provides an informative brochure that describes Western Missouri's strengths regarding venture financing, industrial mix, workforce, transportation networks, and housing cost comparisons.

NEBRASKA

60 Union Pacific Realty Company is actively engaged in a broad mix of land and building development, including speculative and build-to-suit projects, with emphasis on suburban office, suburban high-tech, and research and development facilities, located in major metropolitan markets. Union Pacific Realty is a subsidiary of Union Pacific Corporation in New York.

WEST SOUTH CENTRAL

ARKANSAS

62 Arkansas Power & Light Send today for your free POWER KIT from AP&L. It's an executive's guide telling how to turn [illegible] benefits into powerful advantages for you. Write Steve Strickland, Manager, Business Development, P.O. Box 551, Little Rock, AR 72203, or call 501/377-4440.

LOUISIANA

65 Lafayette Economic Development Authority (LEDA) Located in the heart of Cajun Country at the intersection of Interstate 10 and I-49. . .this area is known as the Silicon Bayou. Two community owned industrial parks, one Hi-Tech, one Manufacturing. . .Industrial Revenue Bond availability. . .we're ready! Ask for brochures, video tape, community audit, local and state incentives. Circle the number. . .NOW!

OKLAHOMA

74 State of Oklahoma Send for information regarding Oklahoma's new tax law eliminating property tax on industry. Also, brochure describing Oklahoma's best-in-the-nation Vo-Tech program for new and established industry.

TEXAS

66 Abilene, TX complete information on a package deal in the heart of Texas with available sites and buildings, a favorable tax structure, wage and benefit data, and other pertinent amenities for manufacturers. Ask for the facts on the Profit Center of the Southwest.

67 City of Garland: Garland is the largest suburban City in Dallas Metro. Published materials available providing community data in both English and Japanese format. Custom site location and other development services offered free on a confidential basis.

11 Lewisville, TX offers the diversified economy and unlimited growth potential few cities can match. With the City's economical tax base and accessibility to international and regional market, Lewisville boasts a stable and prospering environment for commercial and industrial development.

68 Middle Rio Grande Region of Texas Nine county area between San Antonio and the Mexico border. Free and confidential information on Demographics, industrial sites, business assistance programs, support services, transportation, Mexico, maquiladoras, Foreign Trade Zones, local financial institutions, governments financing, and job training.

5 Farmers Branch, TX Fact sheets on transportation, taxes, demographics and industrial sites explain why nearly half of Fortune 500's top companies have located in Farmers Branch.

MOUNTAIN

ARIZONA

13 Arizona Public Service-Arizona is a state of opportunity and growth. For over 100 years, Arizona Public Service (APS) has been committed to bolstering this growth as well as helping Arizona's people and businesses realize their dreams.

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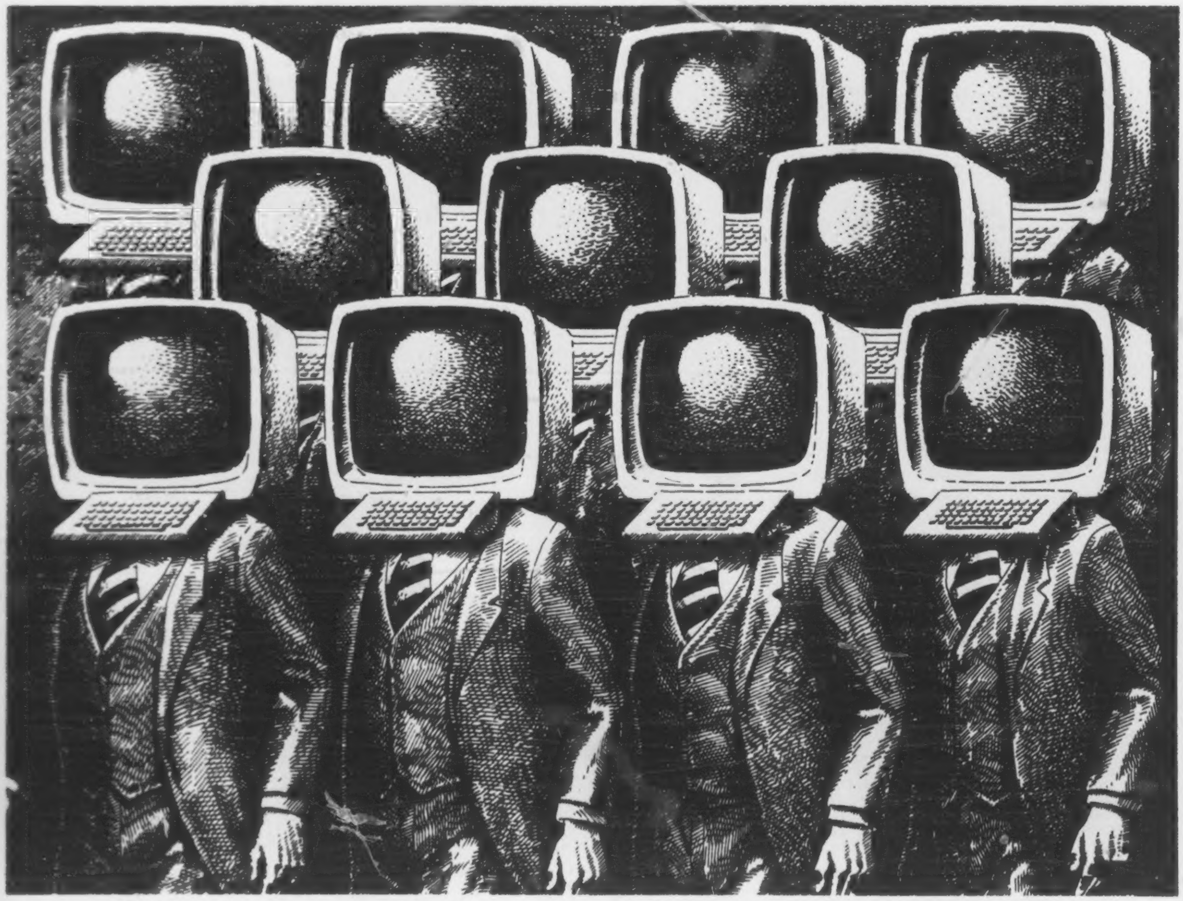
All too often, you can become just another face in the crowd simply by following it.



Following the crowd is no way for any hi-tech company to select a new location. You'd overlook more than you can imagine.

A site in Maryland, for example, gives you access to a pool of over 107,000 scientists and engineers. Where else can you find such a concentration of talent? Nowhere in the country.

And that's just one of the little-known facts that qualify Maryland for virtually any company's list of options.

Let us tell you more. Contact Jim Peiffer, Department of Economic and Employment Development, Dept. 123, 45 Calvert Street, Annapolis, Maryland 21401. (301) 974-3514.

Maryland

More than you can imagine.

Circle 73 on Brochure Service Card

THE CHANGING FACE OF OKLAHOMA.

When most people think of Oklahoma, they think of cowboys, Indians, oil booms and the dust bowl of the '30's.

But the reality of Oklahoma *today* is change. New economic diversification is transforming Oklahoma into an evolutionary state sparking revolutionary ideas. Expanding from high plains cattle ranching to genetic research. Oil and gas recovery to the exploration of outer space.

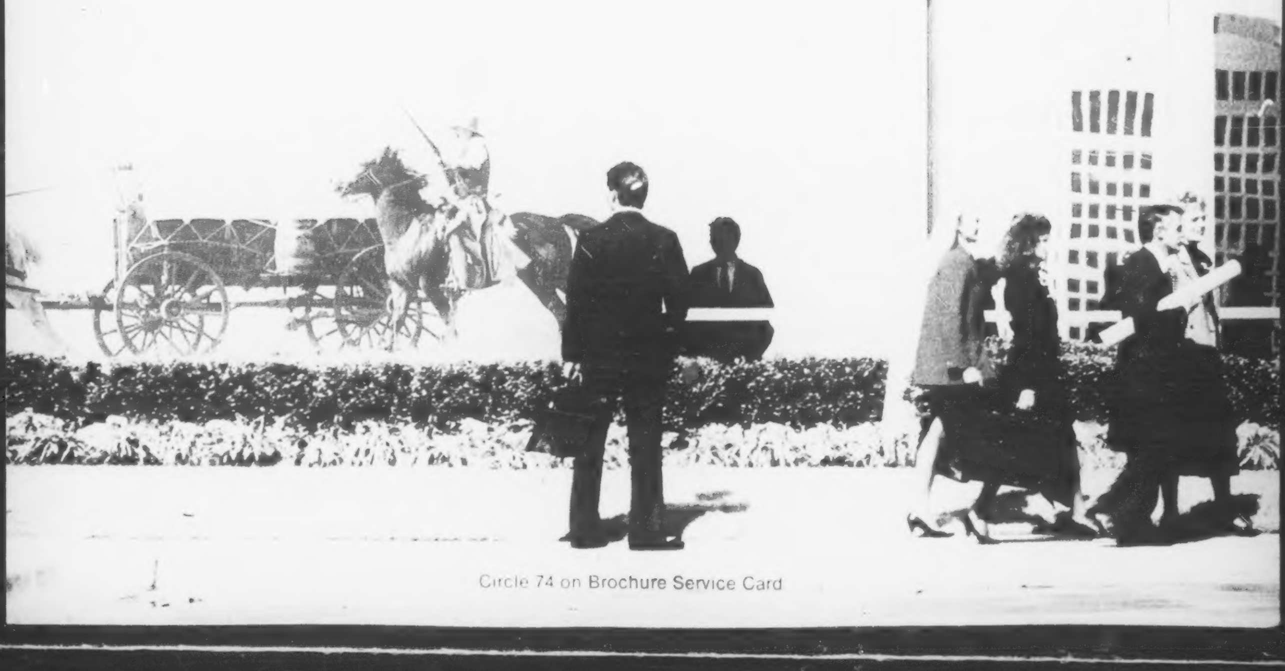
Public and private sectors, working together, have formed a partnership for change. And landmark legislation has created incentives for existing companies and new businesses moving into the state.

Entrepreneurial spirit goes with the territory in Oklahoma. That's why the face of Oklahoma *is* changing. And while we may pause to reflect on our past, we are determined to plan a tomorrow bright with promise and rich with opportunity.

To find out how the changing face of Oklahoma can change the productivity and performance of your business, call or write:

Director of Business Development
Oklahoma Department of Commerce
6601 Broadway Extension
Oklahoma City, OK 73116-8214
(Outside Oklahoma) 800-443-OKLA
(Within Oklahoma) 800-522-OKLA

OKLAHOMA



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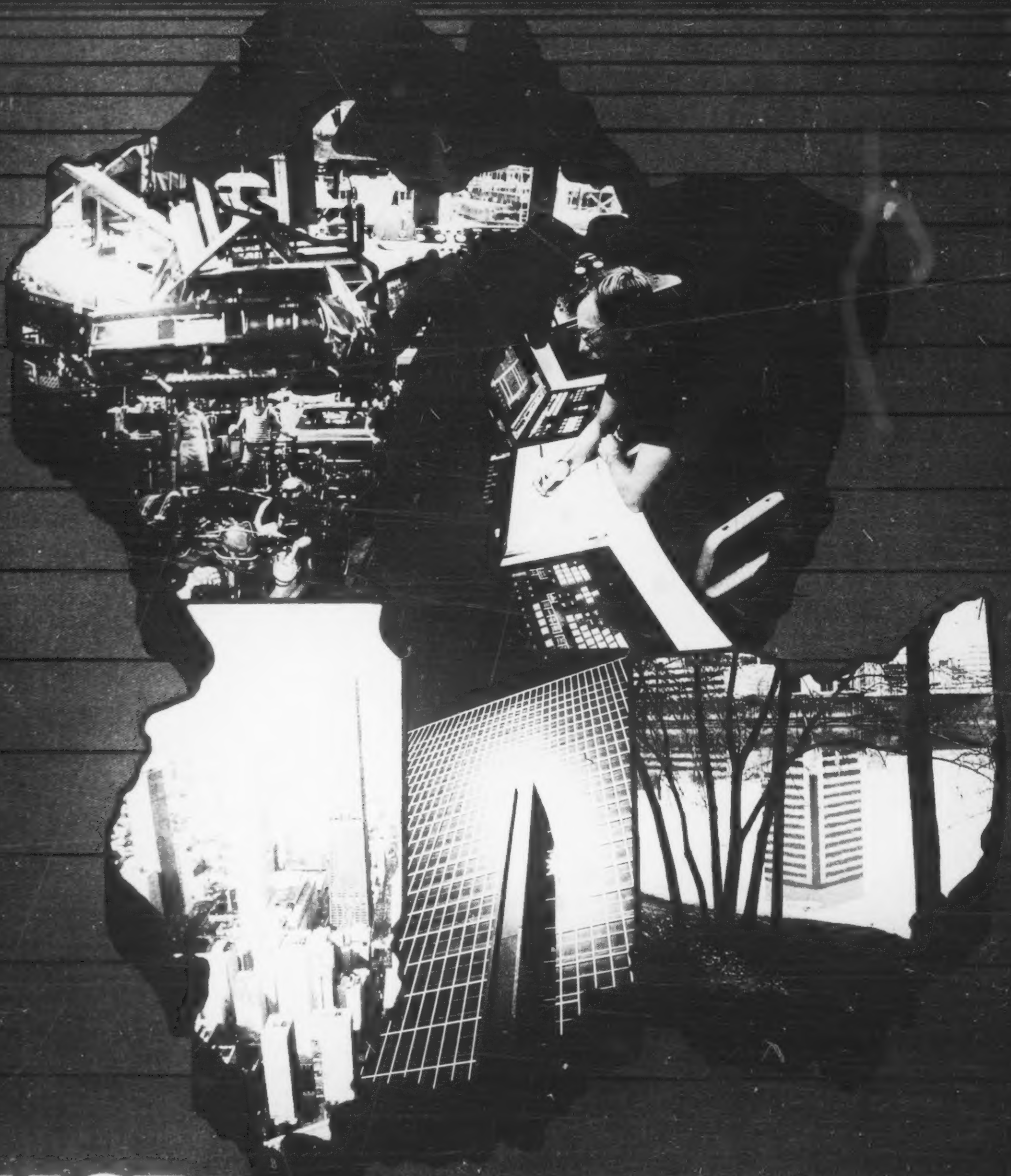
PLANT LOCATION REGIONAL REVIEW



EAST NORTH CENTRAL STATES

IOWA GIVES YOUR BUSINESS A HEAD START

When you're running a business, the rules of the race require the winner to start fast and finish ahead.

In Iowa, America's best educated work force gives your business the head start needed to win.

Iowa sets the pace for the nation in education. Our track record shows we graduate nearly 25 percent more high school students than the national norm, and nearly 95 percent of our schools outrank the national median in achievement scores.

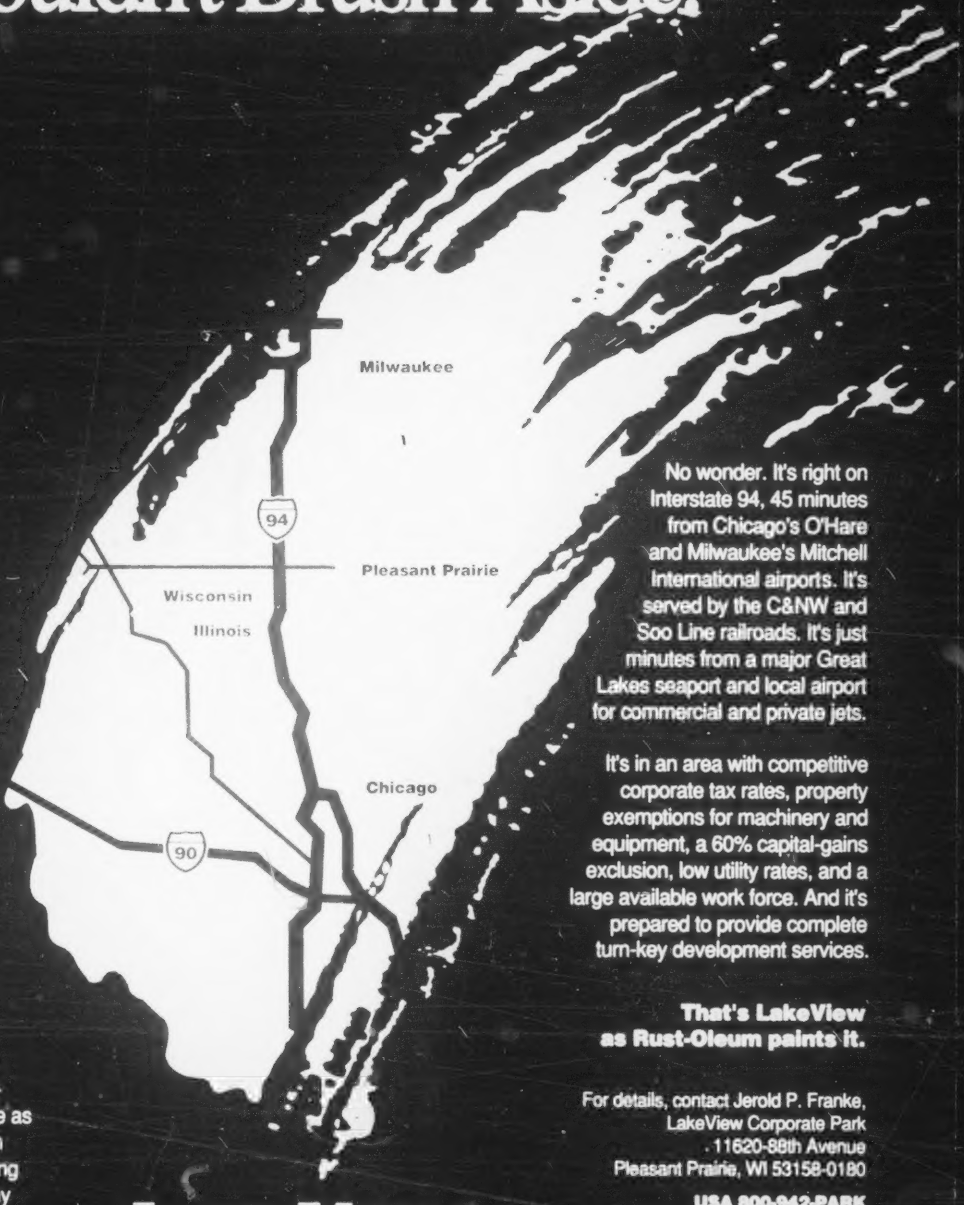
Beyond that, we graduate nearly 33,000 students each year with a wide diversity of degrees from Iowa's colleges and universities.

Business runs better with bright workers. From start to finish, our people will go the distance for you. Relocating or expanding, you're on the right track with Iowa.

For your head start, call the Iowa Department of Economic Development today: 1-800-543-4834. Or, write to: 200 East Grand Avenue, Suite 150, Des Moines, Iowa 50309.

IOWA
THE TIME IS RIGHT

The Location That Rust-Oleum Couldn't Brush Aside.



It's the 1200-acre LakeView Corporate Park, halfway between Chicago and Milwaukee, and Rust-Oleum has bought 29 acres of it for its new 240,000 square-foot "flagship" production facility and R&D center.

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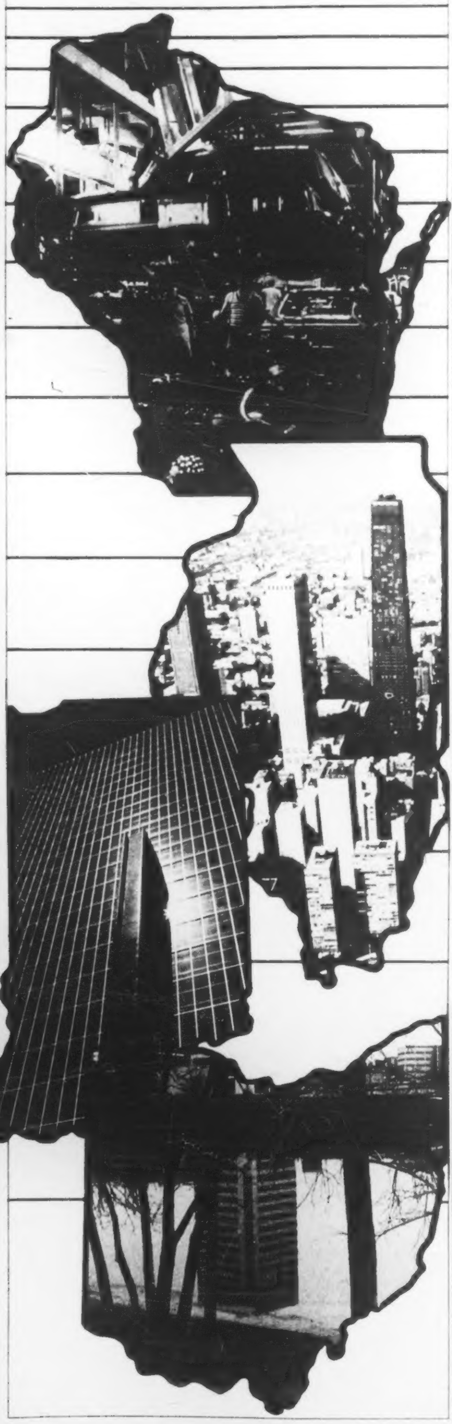
PLANT LOCATION

REGIONAL REVIEW



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Publisher's Letter

The corporate site locator today has a tougher time gathering the facts than in the past. Not only are the stakes higher, but many new factors are influencing their relocation decisions: quality of life, employee relocation, housing availability, to name a few.

For the last 29 years, PLANT LOCATION has been the only statistical workbook providing the site seeker with facts on population, labor, wage surveys, unemployment, utilities, transportation, climate, raw materials, and development contacts. . .until now.

Introducing PLANT LOCATION's EAST NORTH CENTRAL REGIONAL REVIEW—covering the states of Illinois, Indiana, Michigan, Ohio, and Wisconsin. This issue is designed to complement PLANT LOCATION's annual issue and at the same time provide an in-depth look at the region.

The East North Central region, probably more than any other in the U.S., epitomizes the new "smokestack-to-services" economy. To keep up with this new economy, included are articles covering the regional economic condition, state business incentives, an overview of each state, coupled with statistics on quality-of-life factors, education, health care, housing availability, and more—facts and figures not offered by any other economic development publication.

The facts and information in PLANT LOCATION's EAST NORTH CENTRAL REGIONAL REVIEW will give you a jumping-off point to start your site location search. The advertisers in this issue can assist you with more detailed information and will be happy to assist you in a confidential manner.

Happy hunting.

Sincerely,

Arthur J. McGinnis Jr.

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PLANT LOCATION is published twice yearly by Simmons-Boardman Publishing Corporation, 345 Hudson Street, New York, NY 10014, (212) 620-7200

Copies of PLANT LOCATION can be purchased for the prepaid price of $52. Checks should be made out to Simmons-Boardman Publishing Corporation and sent to Circulation Department, Simmons-Boardman Publishing Corporation, 345 Hudson Street, New York, NY 10014.

Branch Offices:

Jobson/Jordan/Harrison & Schulz, Inc., 709 E. Colorado Blvd., Suite 220, Pasadena, CA 91101-2125; P.O. Box 91027, Pasadena, CA 91109, (818) 796-9200, Edward E. Mitchell

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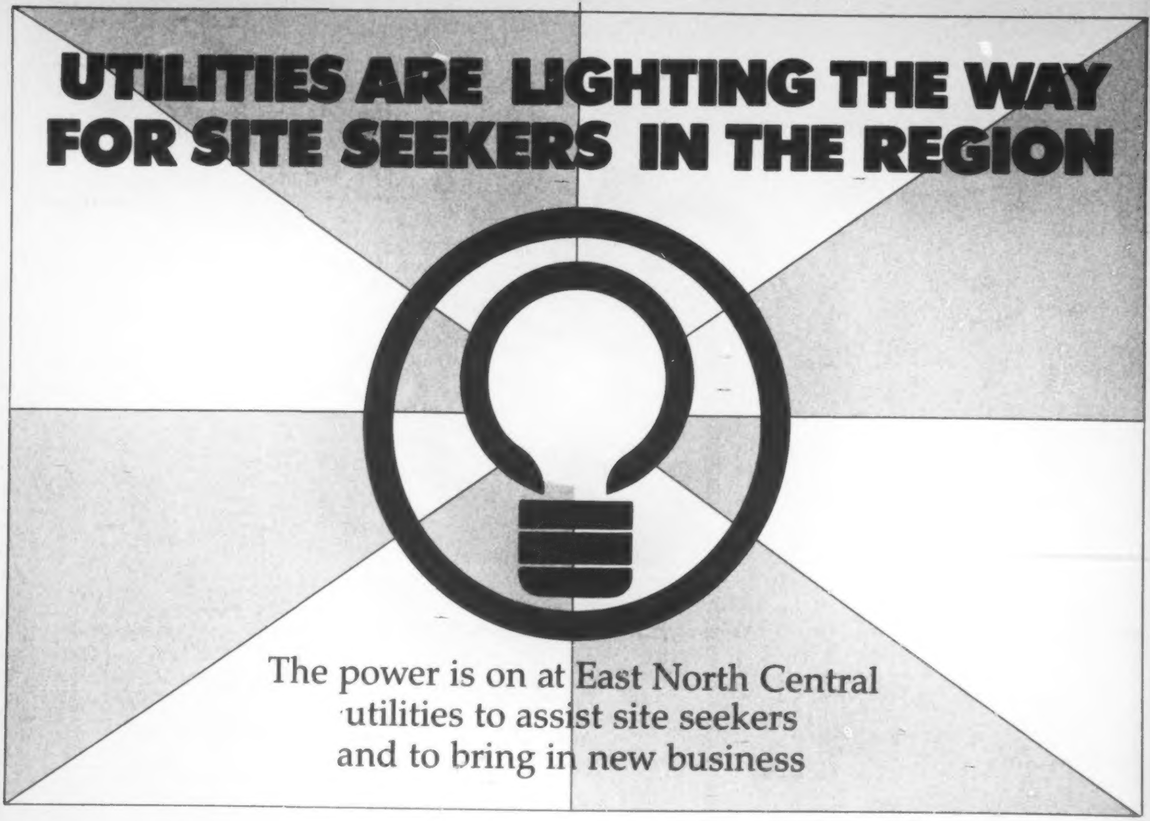


UTILITIES ARE LIGHTING THE WAY FOR SITE SEEKERS IN THE REGION

The power is on at East North Central utilities to assist site seekers and to bring in new business

by Pamela L. Streeter, editor

Utilities today do more than just supply an area's power. They are active participants in their communities. They often have the resources to lure new businesses, to act as an information clearinghouse for site seekers, even to help local developers do their jobs better.

Of course, some utilities are more involved in economic development activities than others. What's being done by utilities in the East North Central States? *Plant Location* conducted a survey recently of the region's utility executives to find out and to get their views on the area's development climate. Here are the results.

Involvement. How much are the region's utilities doing? Some of their development activities are outlined below.

Full-time staff. A number of utilities maintain an entire department devoted to economic development. Toledo Edison, which supplies electricity to Toledo and eight counties in northwest Ohio, has a staff of four to provide full services to site seekers and to handle the available Toledo Edison-owned land.

American Electric Power of Columbus, Ohio, has 18 full-time economic development specialists to handle its seven-state service area. AEP has seven specialists in Ohio, two in northeast Indiana, and one in southwest Michigan.

Illinois Power Company, which is based in Decatur and serves approximately one-fourth of Illinois, has an economic development department staffed by 14 full-time professionals.

And Columbus Southern Power, serving central and southern Ohio, broke into the field early: it has had a full-time development department since 1956.

Training/education. Most utilities have service areas that join towns and counties not joined by any other organization. This allows the utilities the opportunity to educate local areas about regional and statewide economic development activities, supplying information the communities might not get from any other source.

Ohio Edison provides education by offering formal and informal training programs to local developers in its service area, which is comprised of 35 central and northeastern counties in Ohio.

Other regional utilities provide development training to local areas by conducting seminars and publishing newsletters on retention and expansion of existing industries, among other things. Wisconsin Electric Power Company offers such seminars and newsletters to southern Wisconsin, Fox Valley, and 50% of Michigan's upper peninsula.

The result of this training and education of local development agencies is that site seekers deal with better-informed contacts, making their jobs easier.

Out-of-state marketing. Probably the most aggressive means of attracting new businesses is to go out and pursue them on their home turf. Several utilities in the region are involved with out-of-state marketing, recognizing the importance of looking beyond one's own border for business.

Consumers Power Company of Jackson, Michigan, which provides power to 67 of the 68 counties in Michigan's lower peninsula, has both national and international attraction programs. These programs involve visiting corporate headquarters, advertising nationally, and attending national and international trade shows.

A number of utilities also have national advertising campaigns, which send their messages throughout the United States.

Site-seeker services/incentives. What does a utility offer in terms of rate breaks, comparison studies, services, etc.? Why should a business locate in the utility's service area? These are brass-tack questions for site seekers.

Most utilities offer at least one of a variety of incentives: reduced electrical and gas rates, financial assistance, a complete building inventory, search assistance, to name a few.

Rate reductions. Some utilities, like Toledo Edison, offer rates individually tailored to the new customer's needs; usually the rates are based on the number of jobs being created and the company's investment.

Other utilities offer specific reductions to new customers that meet certain requirements. American Electric Power offers discounts in demand charges of 30% for the first year, 20% for the second year, and 10% for the third year to new customers with a demand of at least 1,000 kilowatts (existing customers that add at least 500 kilowatts to an existing load of 1,000 kilowatts are also entitled to the reduction). Columbus Southern Power of Ohio offers a similar program, which will be in effect until 1992.

Ohio Edison offers a five-year incentive rate program to qualifying firms. The program features demand discounts of 50%, 40%, 30%, 20%, and 10% respectively over five years.

Illinois Power Company offers an incentive rate to any new or existing customer that creates 500 kilowatts or more of new load; the rate is effective for up to 10 years.

And Wisconsin Public Service Corp., which provides power to 10,000 square miles of northern Wisconsin, offers customers rebates if they employ energy-efficient lighting and/or motors.

Services. Some of the services that are offered by the region's utilities and are available to site seekers include:

- Conservation assistance. Local utilities are good sources for ideas on ways to conserve energy. Wisconsin Public Service Corp. offers this service, as well as assistance in financing conservation measures.
- Information on available land and buildings. Nearly all of the East North Central region's utilities maintain lists of land and buildings available in their service areas. Many of these lists are computerized and are offered on a strictly confidential basis.
- Area information. This information can include community profiles, wage information, business cost comparisons, energy cost comparisons, as well as names of local builders, contractors, and architects.
- Financial packaging assistance. Some utilities assist in securing loans from local development corporations or can give information on available loans.
- Miscellaneous. Columbia Gas of Ohio, Inc., of Columbus, has negotiated special transportation for gas service for new industries with large natural-gas requirements.

Wisconsin Gas Company of Milwaukee offers preventative maintenance techniques, safety analyses, and fuel-monitoring techniques, among other services, to its clients.

Several utilities surveyed mentioned the effectiveness of these incentives in luring new businesses. According to Dennis Blang at Northern States Power Co. (Wisconsin), "Incentives are significant when combined with appropriate basic site

Energy in the next five years

Regional utility executives look into the crystal ball

We asked the economic development directors at the East North Central region's utilities what changes they saw occurring in the energy industry in the next five years. The responses indicated general agreement on some industry issues and disagreement on others.

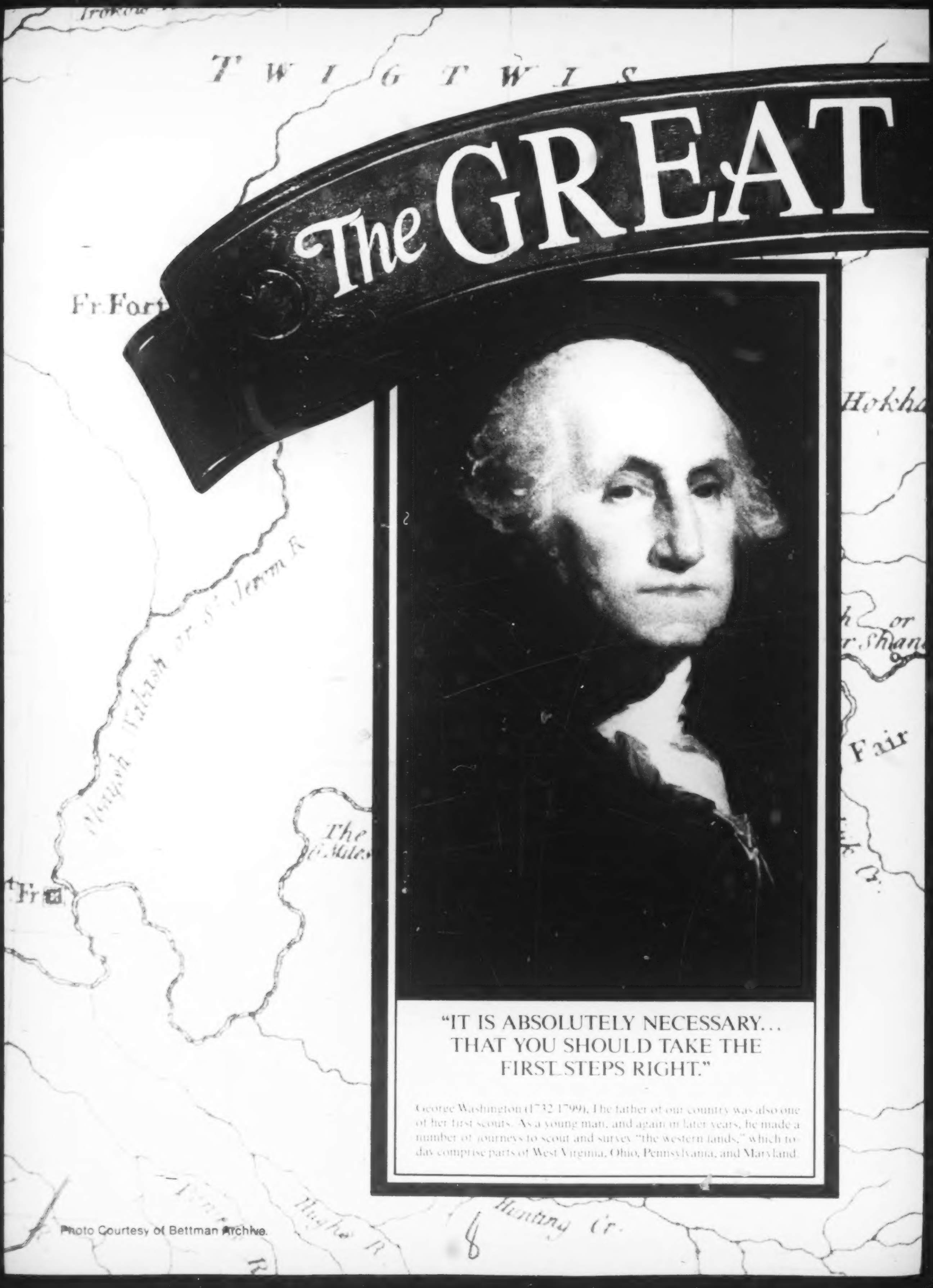
One point stressed by several people was that acid rain will become a larger concern to utilities down the road. Dean Cunningham of the Illinois Power Company thinks new legislation on the issue could have "a profound impact on the cost of generating electricity." Jerry Callahan of Columbus Southern Power, Ohio, sees it as a prime concern but doesn't see just how it will be resolved.

Organization within the industry should go through some changes in the next five years. The respondents predict consolidation, more competition, and more independent power producers. Jim Easley, director for business development at Ohio Edison, foresees "competition among utilities fostered by regulatory initiatives and individual large customers searching for short-term reductions in rates." A manager at a Wisconsin utility sees increased efficiency resulting from recent consolidation of utilities: "The trend of consolidation in the energy industry may continue as competition sharpens the need to operate more efficiently."

Rates are one area of disagreement: some say they will go up, some say they will remain stable, and some say they will go down. According to Robert Forsblom, director of Buckeye Power in Ohio, "The electric utility industry should see a gradual increase in electric rates equal to the inflation rates." Theodore Penn at Wisconsin Public Service Corp. predicts "minimal rate increases." On the other hand, "increased competitiveness will help assure stable energy prices," says Dennis Blang of Northern States Power (Wisc.).

Contrary still, several respondents say rates will decrease because customers will demand it. Jim Easley qualifies this: "Rate discounts will be demanded and obtained—until the next capacity shortage." And Richard Surbrook, director of economic development at Consumers Power, Mich., sees natural selection in the industry because of rates; he predicts "the survival of low-cost energy suppliers and the demise of many others."

Other predictions for the next five years include more conservation by consumers—and a related increase in the popularity of cogeneration, more power coming from Canada, more brownouts, and no more new power plants being built in the United States.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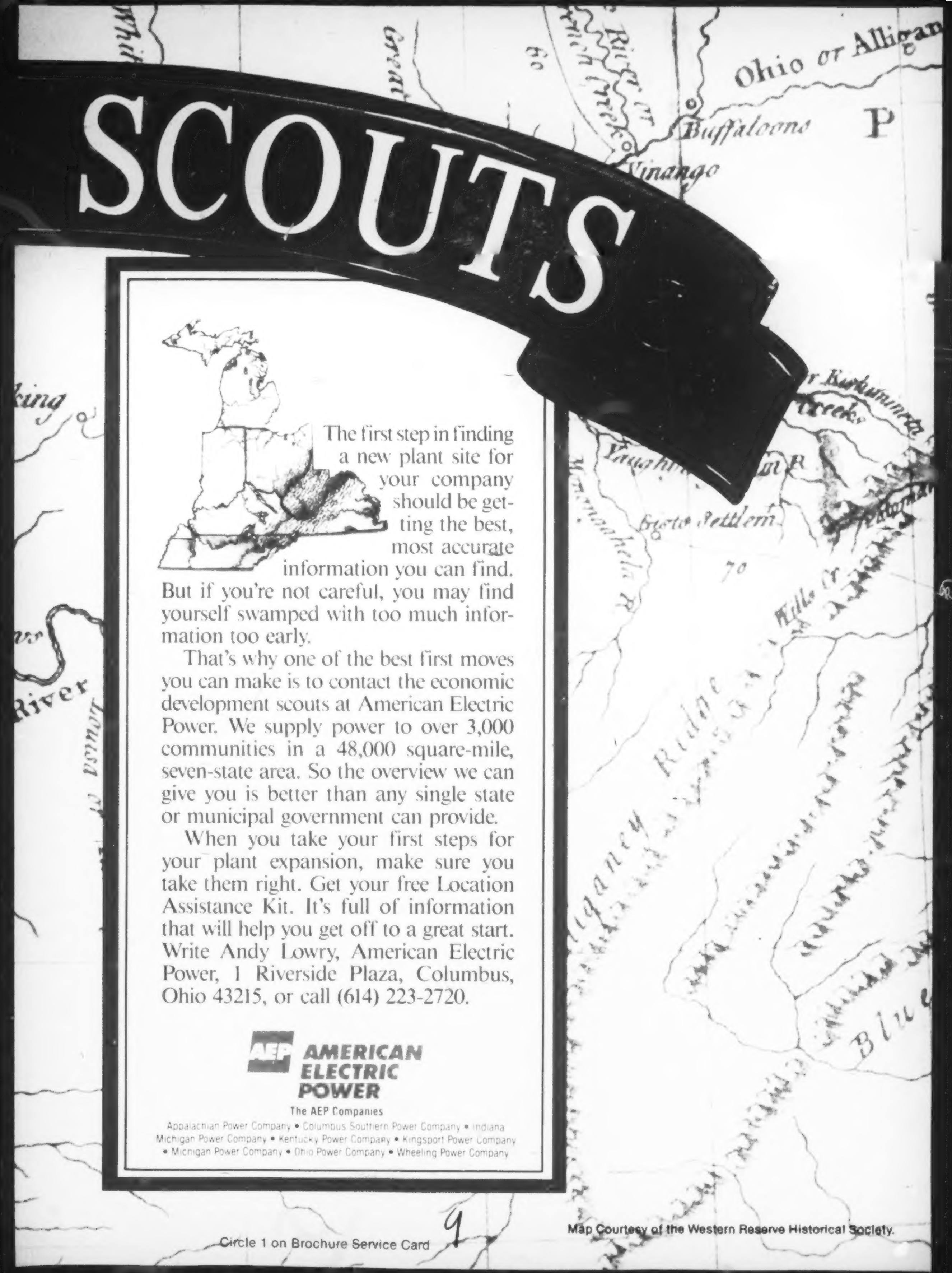

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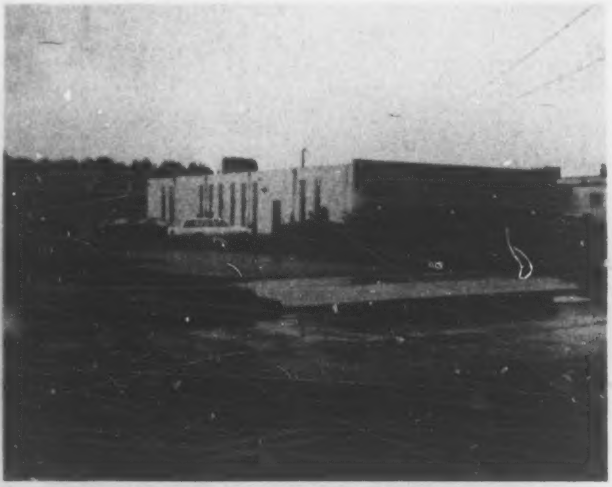

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criteria that meets a company's needs." Recently Northern States Power assisted with the expansion of Bretting Manufacturing, the world's largest manufacturer of napkin dispensing machines.

Dean Cunningham, Illinois Power Company, says of their success, "Diamond Star Motors Corp. is the largest and most-widely known firm to locate in our territory due to our incentive rate. Other firms taking advantage of the incentive rate include: Magna International, Diesel Kiki, Crown Cork and Seal, and Mitsuboshi Belting, Ltd." He says that "since the inception of our incentive rate, approximately 15 new and existing firms are currently utilizing the rate."

Prognosis for the next five years. What do the utilities' executives think of development in their areas in the next five years? Here are some thoughts, state by state.

Ohio. The development trend in Ohio seems to be toward growth in the smaller communities. Robert Forsblom, director of Buckeye Power, Columbus, thinks new businesses will be attracted to rural areas in Ohio because of "low power rates, wages, competitive building and wage costs, and a strong work ethic."

This attention to the smaller areas will bring about changes in attitudes by local economic developers. There will be "more competition by communities (tax abatements, etc.) and fewer projects to chase," says Jim Easley, director of business development for Ohio Edison in Akron. This will bring "more recognition that most growth comes from within [the state], which will accelerate the trend toward regional cooperation," according to Mr. Easley.

Michigan. In Michigan, "the trend is away from assembly-line, labor-intensive operations and toward small and medium-sized companies employing 50 to 100 skilled workers," according to Richard R. Surbrook, director of economic development for Consumers Power in Jackson. These smaller companies will shift toward high-technology and automated factory systems, even in the manufacturing sector, he predicts.

Wisconsin. Smaller companies will continue to dominate the new business in Wisconsin. In largely rural western Wisconsin, however, Dennis Blang, administrator of area development for Northern States Power (Wisconsin), reports on "the establishment of regional offices and manufacturing facilities by major corporations." He points out that in the next five years "lower capital operating and living costs in rural areas will receive continued attention as companies struggle to remain competitive with foreign products."

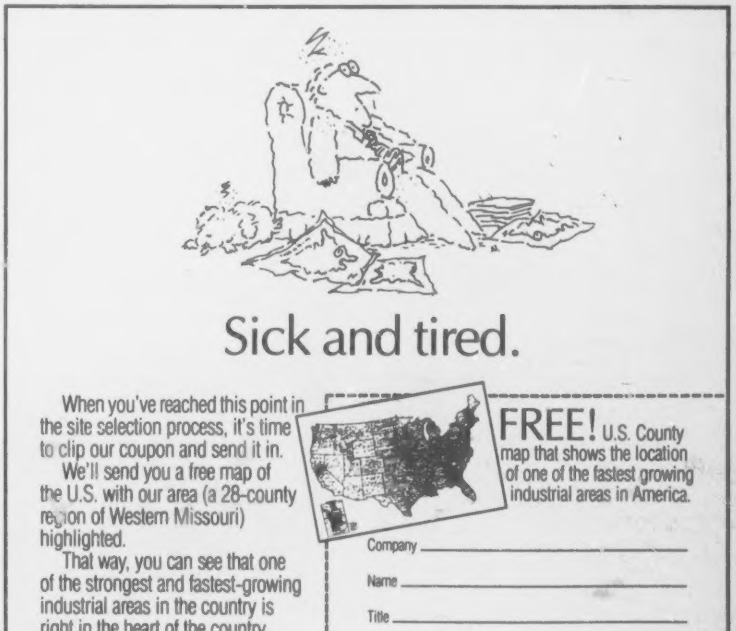
Penny Scheuerman, economic development consultant for Wisconsin Electric Power Company, has noticed a shift in the state's economic base. She says, "While manufacturing remains strong in our service territory, the service industry has expanded and created new jobs."

Indiana. More foreign companies are showing an interest in the state. This should continue in the next few years if the dollar continues to be weak against the yen and Common Market, says one utility spokesperson. In fact, the spokesperson reports that nearly 30 foreign firms have started manufacturing operations in the utility's service area (which comprises Indiana and parts of six neighboring states) in recent years.

Illinois. There has been a resurgence in the manufacturing sector in Illinois recently and it is expected to continue in the next few years, according to Dean Cunningham, economic development manager at Illinois Power Company. He is expecting growth to continue "in manufacturing and service sectors, particularly in areas of food processing, metal fabrication, plastics, and information processing." Illinois Power Company supplies gas and electricity to one-quarter of the state.

John Wetzel, director of area development at Iowa-Illinois Gas and Electric Company of Quad Cities, thinks Illinois will, as the rest of the region has done, see more foreign investment, especially from Asia. He also sees a growing public/private partnership for area utilities, and thinks there will be more emphasis on loans, instead of large grant programs.

The economic future of the East North Central region looks bright, and the area's utilities can take some of the credit. Their efforts toward attracting new businesses and improving the business climate have inspired, and will continue to inspire, much of the region's growth. □



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BUSINESS DEVELOPMENT LOANS	SMALL-BUSINESS LOANS	VENTURE CAPITAL
• Direct Loan Program *Contact:* Ill. Dev. Finance Authority, 2 N. LaSalle St., Chicago, IL 60602, (312) 793-5586 • Large Business Development Program *Contact:* Ill. Dept. of Commerce & Comm. Affairs, 620 E. Adams St., Springfield, IL 62701, (217) 782-1460	• Energy Assistance Program—(217) 785-6205 • Business Innovation Fund—(217) 782-1460 • Equity Investment Fund—(217) 782-1460 *Contact:* Ill. Dept. of Commerce & Comm. Affairs, 620 E. Adams St., Springfield, IL 62701	• Venture Capital Fund *Contact:* Ill. Dev. Finance Authority, 2 N. LaSalle St., Chicago, IL 60602, (312) 793-5586
• Investment Incentive Program *Contact:* Div. of Bus. & Financial Svcs., Ind. Dept. of Commerce, Ste. 700, 1 N. Capitol Ave., Indianapolis, IN 46204, (317) 232-8782 • Loan Guarantee Program *Contact:* Ind. Employ. Dev. Cmsn., Ste. 415, 1 N. Capitol Ave., Indianapolis, IN 46204, (317) 232-4408 • Certified Development Corporation *Contact:* Ind. Statewide Certified Dev. Corp., 2506 Willowbrook Pkwy., Ste. 110, Indianapolis, IN 46205, (317) 253-6166	• Small-Business Innovation Research Prog. *Contact:* Fred Lindsey, Indust. Dev. Div., Ind. Dept. of Commerce, Ste. 700, 1 N. Capitol Ave., Indianapolis, IN 46204, (317) 232-8888 (Note: All Indiana programs listed under "Business Development Loans" apply here as well)	• Venture Capital Investments *Contact:* Corp. for Innovation Dev., Ste. 520, 1 N. Capitol Ave., Indianapolis, IN 46204, (317) 635-7325 • Research & Development Funding *Contact:* Corp. for Science & Tech., Ste. 920, 1 N. Capitol Ave., Indianapolis, IN 46204, (317) 635-3058
• Manufacturing Development Group *Contact:* Manufacturing Dev. Group., P.O. Box 30225, Lansing, MI 48909, (517) 373-8495 • Capitol Access Program *Contact:* Mich. Strategic Fund, Mich. Dept. of Commerce, P.O. Box 30234, Lansing, MI 48909, (517) 373-7550	• New Enterprise Services Office *Contact:* Mich. Modernization Svc., Mich. Dept. of Commerce, 2901 Hubbard, Ann Arbor, MI 48109, (313) 769-4664	• Venture Capital Corporation *Contact:* Venture Capital Corp., State Dept. of the Treasury, Treasury Bldg., 430 W. Allegan St., Lansing, MI 48922, (517) 373-4330
• Minority Business Development *Contact:* Ohio Dept. of Dev., P.O. Box 1001, Columbus, OH 43266-0101, (614) 462-7708 • Edison Seed Development Fund *Contact:* Christopher Coburn, The Thomas Edison Prog., 65 E. State St., Ste. 200, Columbus, OH 43266-0330, (614) 466-3086	• Withrow Linked Deposit Program *Contact:* Linked Deposit Coordinator, Office of the Treasurer of State, P.O. Box 1001, Columbus, OH 43266-0101, (614) 466-6546 • Small-Business Administration 504 Loan *Contact:* Ohio Statewide Dev. Corp., P.O. Box 1001, Columbus, OH 43266-0101, (614) 466-5043	None
• Technology Development Fund • Major Economic Development Fund *Contact:* Jim Gruentzel, Dev. Financing Bureau, Wis. Dept. of Dev., Box 7970, Madison, WI 53707, (608) 258-7099	• Wisconsin Business Dev. Finance Corp. *Contact:* John Geigel, Wis. Bus. Dev. Finance Corp., P.O. Box 2717, Madison, WI 53701-8830, (608) 258-8830	• Various venture capital corporations

HOW · TO · USE · T

Plant Location's East North Central Regional Review is designed to be a companion edition to **Plant Location's Annual Directory.** It takes the information in the **Directory** one step further, offering site selectors a greater statistical look at the East North Central states.

In this **Review,** you'll find the region is broken down by state, and each state is broken down by Metropolitan Statistical Areas (MSAs). A MSA is a densely populated metropolitan area with adjacent communities that are highly economically and socially joined to that area. The U.S. Office of Management and Budget specifies that each MSA include either at least one city with 50,000 or more inhabitants, *or* a Census Bureau-defined urbanized area of at least 50,000 inhabitants and a total MSA population of at least 100,000.

Here is a rundown of what is offered statistically in **Plant Location's Regional Review,** why it is offered, and where the information comes from.

REGIONAL INFORMATION

The first statistical area in the magazine is the regional section. This section gives an overview of the region and offers comparisons both between the states and between the region and the U.S. average.

GEOGRAPHY. This section defines the area and land use of each state, as well as the amount of water used each day. These figures can help determine how rural or urban a state is, how much land is devoted to parks and recreation facilities (a quality-of-life consideration), and how heavy a demand there is for water.

Here are the sources for this information:

Area–U.S. Bureau of the Census, *1980 Census of Population.*

Water usage–U.S. Geological Survey, *Estimated Use of Water in the United States.*

Land use–U.S. Bureau of the Census.

Parks & recreation–National Association of State Park Directors, *Annual Information Exchange.*

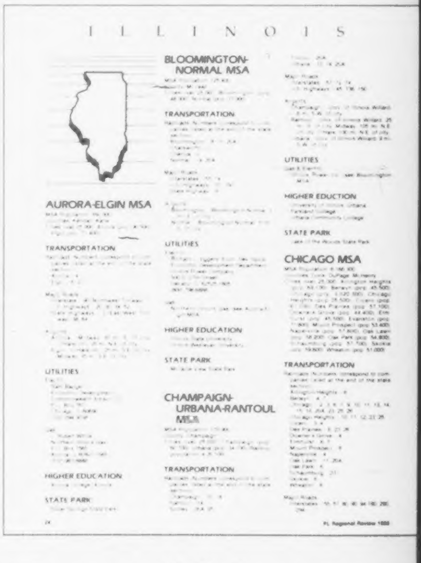
CULTURAL. How important art agencies are to each state is another quality-of-life question. To indicate the state's involvement, the amount of money set aside to support them is given. This information comes from the National Assembly of State Art Agencies in Washington, D.C.

LABOR FORCE. The number of unemployed workers and whether or not they're insured offers an idea of the state's employment climate. Also given is the average annual pay for workers in each state.

Unemployment figures come from the U.S. Employment & Training Administration's *Employment & Training Report of the Secretary.* Annual pay figures come from the U.S. Department of Labor's *Average Annual Pay by State & Industry.*

EDUCATION. A state's emphasis on education is an important consideration for relocating companies. Statistics are given for the number of teachers serving public elementary and secondary schools and their average salaries versus the national total.

Information on higher education in the states gives an indication of how educated the work force is. The number of high-school graduates, the number of higher education institutions, and enrollment figures are all given.


ILLINOIS

AURORA-ELGIN MSA

TRANSPORTATION

UTILITIES

HIGHER EDUCATION

STATE PARK

BLOOMINGTON-NORMAL MSA

TRANSPORTATION

UTILITIES

HIGHER EDUCATION

STATE PARK

CHAMPAIGN-URBANA-RANTOUL MSA

TRANSPORTATION

UTILITIES

HIGHER EDUCTION

STATE PARK

CHICAGO MSA

TRANSPORTATION

PL Regional Review 1988

Source materials for these sections follow.

Teachers & salaries/high-school graduates–National Education Association, *Estimates of School Statistics* (copyright © 1987 by the National Education Association. All rights reserved.).

Higher education–U.S. Dept. of Education, *Fall Enrollment in Higher Education;* and *Education Directory,*

HIS·DIRECTORY

Colleges & Universities.

HOUSING & CONSTRUCTION. For a company relocating employees and senior management, one-family home prices can make a difference. figures for these prices come from the National Association of REALTORS®, *Existing Home Sales* (copyright).

Construction contract values indicate the amount of new building going on in a state, which gives a strong idea of the business climate. These figures come from *Dodge Construction Potentials*, McGraw-Hill Information Systems Co.

DAVENPORT-ROCK ISLAND-MOLINE MSA

JOLIET MSA

DECATUR MSA

HEALTH. This section gives the number of physicians per 100,000 people versus the national average, as well as the number of hospital facilities and the average daily room charge.

Here are the sources:

Number of physicians–American Medical Association, *Physician Characteristics and Distribution in the U.S.* (copyright).

Hospital facilities–American Hospital Association, *Hospital Statistics* (copyright).

METROPOLITAN STATISTICAL AREAS

In this section is statistical information on each state's metropolitan areas. These areas are where the most growth occurs and where the majority of businesses relocate to or start up in. The following information is covered for the MSAs.

TRANSPORTATION. These figures indicate the accessibility of the area.

Railroads serving cities over 25,000 and key connection cities are listed. At the end of each state is a list of all the railroads serving the state and contacts at each of these railroads. The source for this information is *The Official Railway Guide*, North American Freight Service Edition, Jan./Feb. 1988, Vol. 120, No.3, published by International Thompson Press.

Major roads bisecting the metropolitan area are given. The numbers indicate the actual interstate or highway; sometimes a name for the road is also given. Source: Rand McNally & Co., *1988 Rand McNally Road Atlas*, United States-Canada-Mexico.

The nearest airports to the cities over 25,000 and the distance between them is indicated. This information comes from Official Airline Guides, Inc., *North American Travel Planner & Hotel/Motel Guide*, Summer 1988.

UTILITIES. Electric and gas utilities executives are excellent sources of information for site seekers. Often utilities offer incentives and can assist in the selection process. Utility names and contacts are given for all the region's MSAs.

The electric utility information comes from *Electrical World Directory of Electric Utilities 1987-1988*, published by the McGraw-Hill Book Co.

The gas utility information comes from *Brown's Directory of North American Gas Companies 1986*, published by Harcourt Brace Jovanovich.

HIGHER EDUCATION. Colleges and universities in a community can offer technical training programs to assist businesses and can be sources for employee recruitment. All the institutions of higher education located in each MSA are given. The information comes from Rand McNally & Co., *1988 Rand McNally Road Atlas*, United States-Canada-Mexico.

STATE PARKS. For companies interested in an area where the quality of life includes camping and hiking grounds, knowledge of where the area's state parks are can be helpful. This information is included and comes from the *1988 Rand McNally Road Atlas*, United States-Canada-Mexico, Rand McNally & Co.☐

Regional roundup: The East North Central States

The East North Central region is an excellent example of the economic turnaround that the nation as a whole has experienced in the 1980s. Since the 1970s, the region has gone from a manufacturing stronghold, to an economy in turmoil, to a diversified economy trying—and succeeding—in capturing the coveted service-industry businesses.

The current prosperous economic situation belies the near-crisis conditions present in the early 1980s, when several negative national and international developments occurred at once.

The Iranian Revolution caused chaos in the oil market and sent prices escalating, turning the typical American car—a big, boxy gas guzzler—into a dinosaur. This, along with a national trend toward the purchase of foreign cars, badly hurt the auto industry in Michigan.

Hardships in the agricultural industry, caused by a number of reasons, including bad weather, farmers overextending themselves, and small farms not being able to compete, damaged local economies in rural sections of the region.

Fierce competition in international markets, spurred by inexpensive labor in overseas countries, caused a drop in domestic industrial manufacturing, affecting all the region's states.

The resulting economic slump in the East North Central created a marketplace that workers wanted to get out of. Skilled workers, bereft of jobs, headed south and west. This created a depleted work force, which did little to help the already depressed situation.

Survival of these crises and others depended on aggressive attempts by the states to reduce mounting state deficits, to boost ailing state businesses, and to diversify.

1988 shows the states have succeeded. Employment is up, per capita income is up, job growth is up, even agricultural and manufacturing industries are seeing a rebirth.

The state governments can be credited with the region's turnaround. The governors of Illinois, Indiana, Michigan, Ohio, and Wisconsin aggressively pursued new development projects and sometimes had to make unpopular decisions, like raising taxes, for the good of the states' futures.

Each state can now point with pride to what's been accomplished in the last few years.

Indiana talks about its worker-training programs, its tax-abatement incentives, and its success in getting local areas involved in economic development.

Illinois stresses its numerous business assistances and extensive enterprise-zone programs. It also points with pride to its extensive transportational facilities and its world-class educational system.

The dramatic diversification of Michigan's markets wipes out the damage done by the auto industry collapse. The state aggressively pursued high-technology industries and now has corridors of automation across the state. In addition, the furniture industry has seen a rebirth.

Ohio decentralized decision-making on economic development and now allows local cities and towns to make their own development decisions, which has spurred development. It has the Thomas Edison Program, which joins industry with higher education to assist in developing high-tech projects. And it has a successful enterprise zone program.

Wisconsin has also diversified its industry base and has a hard-working, skilled labor force. Small dairy farmers in the state are today still in business thanks to the development of dairy cooperatives. These cooperatives averted a potentially devastating blow to one of Wisconsin's most important markets, because of the declining demand for milk.

Quality of life. All this recent pro-business activity shouldn't minimize the traditional advantages the region has always offered. Located in the middle of the country, the East North Central is in a prime position to deal with all the major U.S. markets. The region can be called a transportation hub: there are numerous interstates bisecting the states, there is an abundance of airports, and all the major railroads serve the area.

The region is a profitable one for its inhabitants: the average per-capita income for the states in 1986 was $20,613, over 3% higher than the national average that year.

Education is an important issue to the East North Central states. The average salary for public elementary- and secondary-school teachers in the region in 1987 was $28,000; the U.S. average was $26,700. More high-school graduates went on to a higher form of education in 1985 in the region than did students in the rest of the nation. East North Central states had a rate of 21.91%, compared with 19.80% for the rest of the country.

And for someone relocating to a metropolitan area in the region, they'll find the price for existing one-family houses to be substantially lower than other parts of the country. In the second quarter of 1987, the average house cost $69,100 in the East North Central region, while the U.S. average cost was $80,300.

An overall look at the East North Central states shows a region not ready to lie down in the face of difficulty. It shows a gritty determination on the part of the state's governments to succeed and to beat the odds.

Today, the region is reaping the results. The many new businesses starting up, lured by incentives and by the quality of life in the states, are a graphic example of this success. ☐

GEOGRAPHY

AREA

	Total Area sq. mi.	Land Area sq. mi.	Water Area sq. mi.
Illinois	56,345	55,645	700
Indiana	36,185	35,932	253
Michigan	58,527	56,954	1,573
Ohio	41,330	41,004	325
Wisconsin	56,153	54,426	1,727

PARKS & RECREATION (1986)

	Acreage (1,000)	% of state budget	Visitors (1,000)
Illinois	335	.13	32,407
Indiana	54	.12	9,119
Michigan	251	.34	22,728
Ohio	193	.22	64,560
Wisconsin	119	.21	11,085
US AVG. % OF BUDGET:		**.38**	

LAND USE

Nonfederal, thousand acres

	Urban & builtup	Rural transp.	Farm land	Forest land
Illinois	1,846	870	27,874	3,429
Indiana	1,192	517	26,441	1,756
Michigan	1,966	873	12,354	15,360
Ohio	2,187	645	15,161	6,380
Wisconsin	1,125	770	14,851	13,393

WATER USAGE PER DAY

Millions of gallons

	Water withdrawn		
	Ground water	Surface water	Per capita usage
Illinois	968	13,500	1,250
Indiana	635	7,400	1,470
Michigan	600	10,800	1,270
Ohio	730	12,000	1,180
Wisconsin	570	6,170	1,400

LABOR FORCE

INSURED UNEMPLOYED

1986, in 1,000s

	Number	Percent
Illinois	143.9	3.2%
Indiana	44.5	2.2
Michigan	108.7	3.2
Ohio	118.0	2.8
Wisconsin	59.0	3.1

AVERAGE ANNUAL PAY 1986*

	Pay	Percent change 1985-1986
Illinois	$21,452	4.1%
Indiana	19,024	2.8
Michigan	22,720	3.8
Ohio	19,902	2.4
Wisconsin	19,966	4.1
U.S. AVG.	**19,966**	**4.1**

*For workers covered by state unemployment insurance laws and for Federal civilian workers covered by unemployment compensation for Federal employees. Approx. 90% of total civilian employment.

CULTURAL

STATE APPROPRIATIONS FOR STATE ART AGENCIES (1987)

	Total ($1,000)	Per capita (Dollars)
Illinois	$8,758	$0.76
Indiana	1,837	0.33
Michigan	11,426	1.26
Ohio	9,089	0.85
Wisconsin	1,149	0.24

EDUCATION

NUMBER OF TEACHERS & SALARIES

Public elementary & secondary schools

	No. of Teachers 1987 (1,000s)			Average Salary 1987 (1,000s)		
	Total	Elem.	Sec.	Total	Elem.	Sec.
Illinois	100.3	66.6	33.7	28.7	27.3	30.6
Indiana	51.7	26.5	25.2	25.7	25.1	26.3
Michigan	80.2	52.0	28.2	31.5	31.3	31.9
Ohio	96.0	53.1	42.9	26.3	25.9	26.8
Wisconsin	46.2	26.8	19.4	28.1	27.7	29.3
U.S.	**2,233**	**1,261**	**971**	**26.7**	**26.1**	**27.4**

HIGHER EDUCATION 1985

	Number of institutions	Enrollment (1,000)	% of high-school grads. that attend
Illinois	162	679	17.24%
Indiana	75	251	25.90
Michigan	92	507	20.91
Ohio	142	515	23.69
Wisconsin	63	275	21.82
U.S.	**3,340**	**12,247**	**19.80**

HIGH-SCHOOL GRADUATES 1987

	Number (1,000)
Illinois	110.0
Indiana	58.0
Michigan	100.0
Ohio	122.4
Wisconsin	58.3

HOUSING/ CONSTRUCTION

MEDIAN SALES PRICE OF EXISTING ONE-FAMILY HOMES

Metropolitan areas	2nd quarter 1987 (1,000)
OHIO	
Akron	$80.3*
Cincinnati	56.9
Cleveland	65.9
Columbus	66.9*
Toledo	58.2
ILLINOIS	
Chicago	90.9
St. Louis, MO/IL	74.7
INDIANA	
Cincinnati, OH/KY/IN	65.9
Indianapolis	63.8
Louisville, KY/IN	53.4
MICHIGAN	
Detroit	66.6
Grand Rapids	53.4
WISCONSIN	
Milwaukee	71.7
Minneapolis-St. Paul, MN/WI	80.2
U.S. AVERAGE	**80.3***

*1986 figures

CONSTRUCTION CONTRACT VALUES (1986)

In millions of dollars

	Residential	Nonresid.	Total (incl. nonbldg.)
Illinois	$4,015	3,069	8,996
Indiana	2,097	1,864	4,756
Michigan	3,090	2,932	6,971
Ohio	3,282	3,191	8,367
Wisconsin	1,377	1,049	3,172

HEALTH

PHYSICIANS (1985)

	No. per 100,000 pop.
Illinois	205
Indiana	146
Michigan	178
Ohio	186
Wisconsin	175
U.S. AVERAGE	**204**

HOSPITAL FACILITIES

	Number
Illinois	274
Indiana	134
Michigan	222
Ohio	233
Wisconsin	159

DAILY HOSPITAL ROOM CHARGE

	Avg. daily chg. (1987)	Avg. cost per day (1987)
Illinois	$279	$498
Indiana	208	446
Michigan	296	507
Ohio	253	493
Wisconsin	174	392

ILLINOIS

Success In The Land Of Lincoln

by Bob Mottley, contributing editor

Illinois, known widely for being the home state of Abraham Lincoln, is located in the center of the United States. It is a bridge between the East and West coasts, stretching from the Great Lakes to the border of the Sunbelt.

There is constant commercial traffic through Illinois' sectors, along rivers and highways, by rail and by jet. This easy access across the country has produced a vibrant industrial ethos. The state ranks fourth among the states in wholesale sales and has more than 37,000 wholesale and distribution facilities. Approximately 300 of the U.S.'s Fortune 500 companies maintain significant regional or national distribution centers throughout the state, which ranks third in high-technology jobs.

All of this has developed in a state that men first saw as a vast, treeless prairie with topsoil so rich that it could (and still can) be measured in feet.

Update: Chicago. Chicago, the nation's traditional "second city," has a glittering new skin. Landscaped plazas provide breathing places between stunning office buildings: the 110-story Sears Tower, tallest in the world (100 feet higher than the World Trade Center in New York City); the 100-story Hancock Center, known locally as Big John; and the 80-story Standard Oil Building. The city's famous shoreline along Lake Michigan extends from fashionable suburbs in the north to a sprawling industrial center south of town. Chicago is the only inland city with combined lake, river, and ocean traffic. Freighters from around the world, coming into the Great Lakes by the St. Lawrence Seaway, meet oreboats, river barges, and other vessels from the Mississippi River and the Inland Waterway.

There are approximately 50 branches of foreign banks in Chicago. The vigor of its financial services industries has drawn accounting firms, data processing equipment companies, and telecommunications firms. A big incentive has been Illinois' Interstate Banking Act, passed in 1987 and effective December 1, 1990, which permits out-of-state holding companies to acquire control of banks within Illinois for reciprocal privileges.

A flourishing banking community has made possible an aggressive bidding for new plants. The key word here is industrial park. Twenty such parks have been planned throughout the Chicago area. The city's Economic Development Commission (EDC) is creating three prototype parks on inner-city sites that will have the amenities needed to compete with suburban business parks. The EDC also plays an active role in the Illinois Enterprise Zone Program, which offers a package of state, county, and local financing incentives to aid eligible businesses within six designated enterprise zones. Incentives include job tax credit, sales tax abatement, and lucrative investment tax credits.

Another concept to attract new companies is the Chicago Technology Park, a state-initiated economic development project on a 56-acre tract adjacent to the West Side Medical Center. Three buildings have gone up there: the Research Center and Tech 2000, both office and research

LAST YEAR 28 COMPANIES MOVED HERE TO MAKE THE SAME THING.

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Illinois Power Company
Economic Development Department
500 South 27th Street
Decatur, IL 62525

Yes, I'd like to know more about making money in Illinois Power territory. Please send me more information.

Name__________ Title__________

Company__________ Phone__________

Address__________

City__________ State______ Zip______

ILLINOIS POWER

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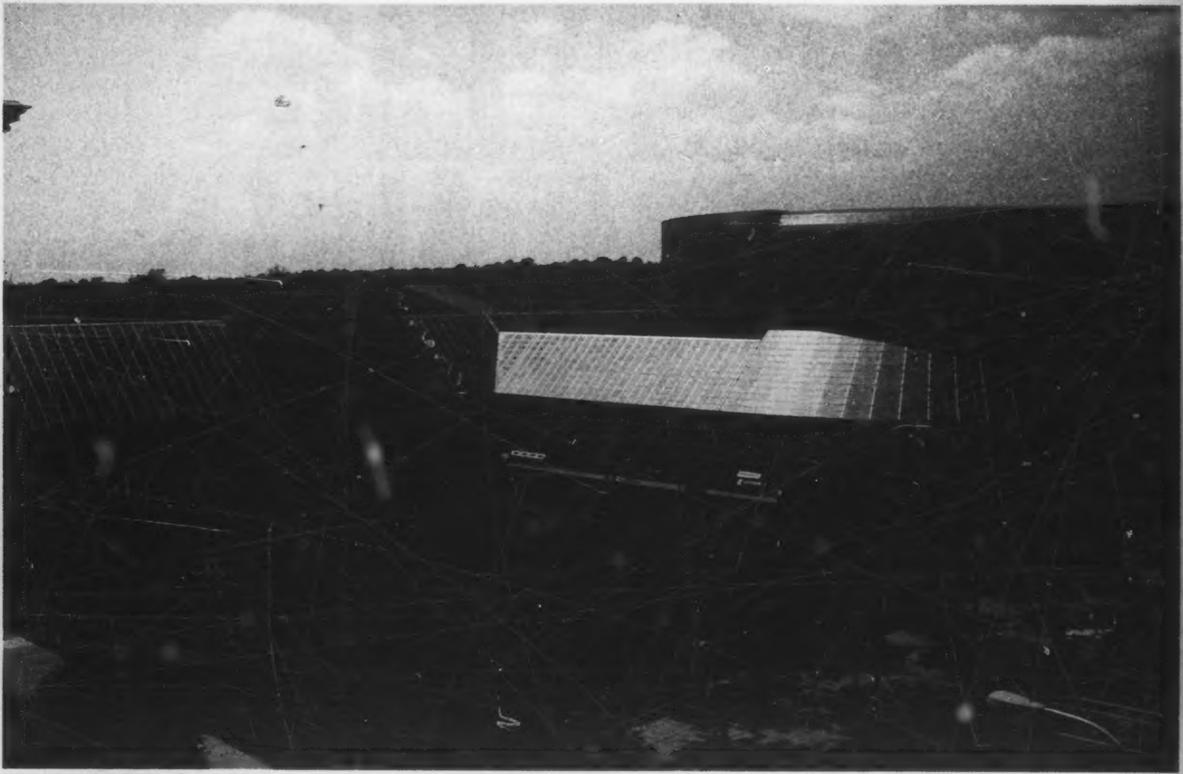


The Peoria Civic Center

facilities, and a third complex built by the AmGen Corp. The park offers an affordable environment for younger companies still developing their potential and is actually managed by a not-for-profit corporation formed by a major hospital and the University of Illinois.

Chicago's metropolitan area embraces approximately 7.8 million people. The city's formal rail hub is McCormick Place, a convention center that can hold 100,000 visitors at one time for trade shows. A half-dozen existing or planned centers in the suburbs bring in smaller crowds. Sports and artistic ventures are serious businesses here: Wrigley field, the Cubs, the White Sox, the Bears, and the Black Hawks, not to mention Sir Georg Solti and the Chicago Symphony, have legions of paying fans.

Other cities. Outside of Chicago, there is no slackening of hospitality for new companies. Rockford, the second-largest city in Illinois (pop. 300,000), dominates the state's northwest corner and is home to a large number of Scandinavian-Americans. In 1987 the Council of 100, Rockford's private economic development organization, was a catalyst in generating over $15 million in export sales by Rockford-area companies, which reported $19 million in new market activities.

Another go-getting economic center is the area called Quad Cities, which encompasses Rock Island, Moline, and East Moline in Illinois and Davenport in Iowa.

Further south is Peoria, an industrial city with a metropolitan population of 360,000 that is often used as a test market for commercial products. "How will it do in Peoria?" has become a standard American expression. The tri-county Peoria area of Woodford, Tazewell, and Peoria counties calls itself "Illinois' other prime market." Peoria itself is a major port on the Illinois River, part of an inland waterway system ultimately linking Lake Michigan and the Gulf of Mexico. The entire area benefits from deep-well resources and has a self-replenishing capacity of seven trillion gallons of fresh water daily. And beneath the rich topsoil lies one of the world's major bituminous coal fields, with reserves of high-energy coal that are expected to last 150 years.

Downstate, in central Illinois, Springfield (which is the state capital), Decatur, Champaign, and Urbana are the major communities. Agribusiness, heavy-equipment manufacturing, and high-tech industries have responded in this area to the state's wide-ranging incentive programs.

Transportation hub. The key to Illinois' industrial development is its location.

The state lies at the heart of the nation's interstate highway system. Three coast-to-coast interstates—I-80, I-90, and I-70—and seven additional interstates serve the state, which has a total of 1,700 miles of interstate roads that provide direct highway access to every point in the nation. Of the 23,000 truck lines operating in Illinois, 9,000 offer intrastate service. Overnight truck deliveries from Illinois can be made to destinations from Kansas City in the west to Indianapolis in the east. Second-day deliveries can reach markets as distant as Dallas, Denver, Minneapolis, Pittsburgh, or Atlanta.

More than half of the state's communities are served directly by railroads. Four railroads make the Chicago gateway a major entry point. The St. Louis metropolitan area, reaching into southwestern Illinois, offers eight piggyback rail terminal facilities.

Illinois possesses 1,110 miles of navigable waterways that border or pass through it. The Port of Chicago has approximately 75 terminals on the Lake Michigan shoreline and for six miles inland on the Calumet River. One-third of these handle deep-sea and Great Lakes vessels; the others service barges. The Iroquois Landing Lakefront Terminus, featuring 225,000 square feet of storage space and 90 paved acres, is the newest containerized shipping facility on the Great Lakes.

Other ports thrive along the Mississippi, Ohio, Illinois, and Wabash rivers (the last-named is not commercially navigable at the present time). The Illinois International Port District and the Tri-City Regional Port District (which is located six miles north of St. Louis on the Mississippi) contain foreign-trade zones. A third foreign-trade zone, on the Illinois River, is based in Peoria.

O'Hare Airport in Chicago handles one arriving or departing flight every minute. Its mind-boggling size and flexibility overshadows the fact that Illinois has more than 1,100 other airports, landing areas, and heliports. Every city in the state with a population over 30,000 is served by business jets or commercial flights. Southwestern Illinois profits from its proximity to the Lambert-St. Louis International Airport.

◆

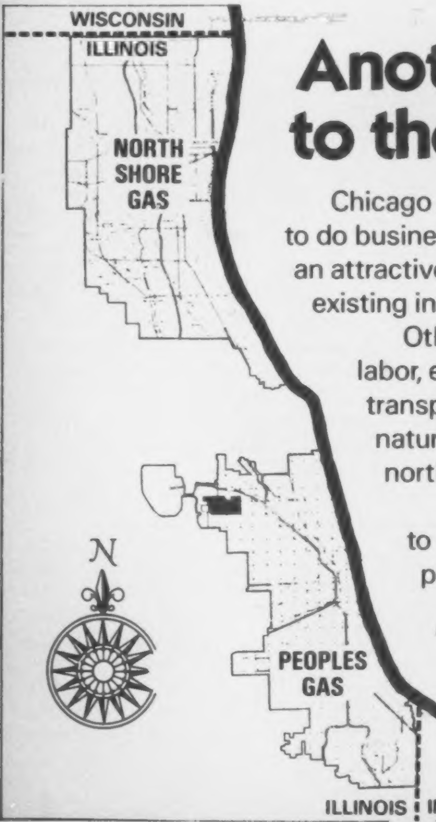
The Fulton-Carroll Center in Chicago is the nation's largest industrial business incubator. Since its creation in 1981, the center has been home to more than 100 small firms.

◆

Significant military bases in the state include Chanute AFB, in Rantoul, where crews and technicians for Minuteman and ICBM missile operations are trained, and the Rock Island Arsenal, headquarters of the Army Armament Munitions and Chemical Command.

Enterprise-zone incentives. Illinois offers specific tax incentives for companies locating in one of the state's 68 enterprise zones. Jay Hedges, director of the state's Department of Commerce and Community Affairs, provided the following lures (some of which have been paraphrased):

The Investment Tax Credit provides a .05% tax credit exclusively to individuals and corporations locating in an enterprise zone. It applies against gross income subject to state income tax and to the depreciable basis of qualified property placed in service within an enterprise zone.



Another reason to look to the Illinois Shore

Chicago natural gas-users now have an additional reason to do business along the Illinois Shore of Lake Michigan. It's an attractive economic development rate for new and existing industrial and commercial installations.

Other Illinois Shore advantages include abundant labor, excellent plant sites, first-rate services, superb transportation and the know-how of Peoples Energy natural gas subsidiaries serving Chicago and 56 northeastern Illinois communities.

Call or write for details. And continue to look to the Illinois Shore — a great place to do business.

Peoples Energy Corporation
Community Economic Development Section
122 South Michigan Avenue
Chicago, Illinois 60603
(312) 431-4892-3

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This is a one-time credit, given in the taxable year in which the property is placed in service.

The Jobs Tax Credit offers an employer a credit against imposed income tax. The credit is $500 per eligible employee hired to work in an enterprise zone during the tax year. The enterprise-zone business must employ five or more certified dislocated workers within a year to obtain credit.

Enterprise-zone companies are granted an abatement of the state's 5% sales tax for a term up to 20 years. This abatement applies to building and construction materials used for remodeling, rehabilitation, or new construction.

All contributions by a company to enterprise-zone charitable organizations will earn a 200% tax deduction, taken from a corporation's income subject to state income tax.

Corporations doing business solely in an Illinois enterprise zone will enjoy a 100% deduction from all taxes on dividends.

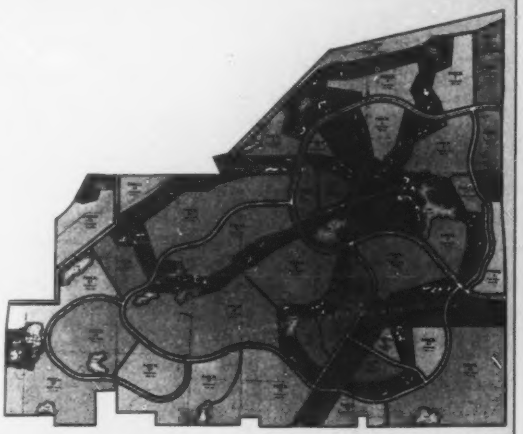
Qualified enterprise-zone corporations will receive a 100% tax deduction on interest earned on loans made by financial institutions.

The Illinois Development Finance Authority has reserved $100 million in tax-exempt bonds for the exclusive use of enterprise-zone businesses. Favorable interest rates are obtained on tax-exempt bonds attributable to the fact that the interest on bonds is exempt from federal and state income tax. Preference is given to projects that create permanent employment for enterprise-zone residents and persons eligible for services under the Federal Job Training Partnership Act (JTPA). Eligible expenses include land and building acquisition, site preparation, machinery, equipment, renovation, restoration, remodeling, new construction, and preliminary expenses.

As Fats Waller said in another context, "It do 'mount up."

A strong labor force. In 1984, according to the Illinois Department of Commerce and Community Affairs, nearly 18,000 companies operated statewide generating a gross output in excess of $44.1 billion, which was 23% of the full gross state product.

Illinois has a labor force of more than five million. One-half of the state's workers are professionals, skilled technicians, craftsmen, or machine operators. Approximately



A rendering of the site plan for Carillon, an active adult community developed by the Cenvill Illinois Corporation.

Cenvill puts down roots in Will County

When the leading developer of retirement homes in Florida decided to expand its operations, its CEO asked his management team some hard questions. For one, Chief Richard Siemens wondered why the company, Cenvill Development Corp., of Boca Raton, was looking outside of the state when it had been so successful in Florida.

The management team showed Siemens that Cenvill had gone about as far as it could in developing retirement enclaves—the largest slice of the Florida market for homes. The company believed that home owners across the U.S., of all ages, wanted affordable, quality housing and that Cenvill could fill a gap that other developers left open.

Siemens was convinced, and the questions finally came down to what to build and where. This led to a serious survey of land and services available in the Midwest. Cenvill then decided on Illinois.

Why Illinois? "The figures from [the state] impressed us," recalls Siemens. "The state has had an excellent employment record and a strong housing market. In Chicagoland, middle-class families seemed to have a particular need for affordable housing just out of the city, but near enough to enjoy all of its amenities."

Once the decision was made, Cenvill Development Corp. formed a subsidiary company, Cenvill Illinois Corp., and began to look for land. The subsidiary received the go-ahead to start a one-billion-dollar, 1,477-acre development with 7,500 units northeast of Plainfield, near Joliet, in Will County. Called Carillon, the site will comprise condominiums that will sell in the range of $65,000 to $80,000, townhouses from $80,000 to $100,000, and detachable one-family homes from $100,000 to $130,000 when completed in 1995. Carillon will also have a central, 150,000-sq.-ft. clubhouse, a 27-hole golf course, 16 tennis courts, and six swimming pools. Bicycle paths will lead to health clubs with exercise rooms and indoor pools. On-site clinics will offer basic medical services. Many of the housing units are adaptable for the handicapped.

Carillon's sales office and initial units are in place, and Siemens feels now more than ever that Will County, Illinois, was the right move for Cenvill. "I've been in the business 33 years, and I have never had such cooperation from a work force," he says. "We're going to make our schedule." The state of Illinois believes that Cenvill's Carillon is more than just another housing development rising from empty fields. The tract area seems certain to become a prototype, to be shown with pride to other out-of-state developers. Cenvill itself is looking at other areas.

"I feel a great deal of respect for the state," concludes Siemens. "We owe a lot to its economic development people. They did everything they could to help us. We're in Illinois to stay."

20% are employed in manufacturing. Productivity in manufacturing per manhour was $37.93 in 1982, above the U.S. average of $34.96.

At the core of the state's success in international finance are the four Chicago exchanges: the Chicago Board of Trade, the Chicago Mercantile Exchange, the Midwest Stock Exchange, and the Chicago Board Options Exchange. The first two are the largest futures exchanges in the world. The Chicago Board Options Exchange is the second-largest one in the nation. These exchanges employ, directly and indirectly, 100,000 people.

Business assistance. Although Illinois is known as a big-business state, 2.7 million of the total labor force of more than five million are employed in small businesses. The state helps in a number of ways.

- The Small-Business Micro Loan Program provides direct financing at interest rates below market level.
- The Build Illinois Small-Business Development Program does the same, in cooperation with private-sector lenders. Funds can be used for the acquisition of land and buildings, purchase of machinery or equipment, working capital, construction, etc.
- The Illinois Small-Business Fixed-Rate Financing Fund provides long-term, fixed-rate financing for companies that create new employment opportunities.
- The Illinois Development Finance Authority Direct Loan fund helps medium-sized manufacturing firms by offering fixed-interest loans for 20% to 30% of the cost of fixed-asset projects.
- The Illinois Business Innovation Fund supports high-technology plants by providing royalty financing. Money from this source may be used for research and development.

Federal labs. The federal government maintains four large laboratories in Illinois. The Argonne National Laboratory is the leading U.S. center for energy research. It also sponsors ARCH, a program dating from 1986 that speeds development of scientific and technical property by private-sector companies.

The Fermi National Accelerator Laboratory has the largest particle accelerator in the world. The lab is a prime candidate for the proposed 20-trillion electron volt colliding beam accelerator, known as the Superconducting Super Collider.

The U.S. Department of Agriculture Northern Regional Research Center comprises more than 135 individual laboratories engaged in plant, food, and biomaterials research.

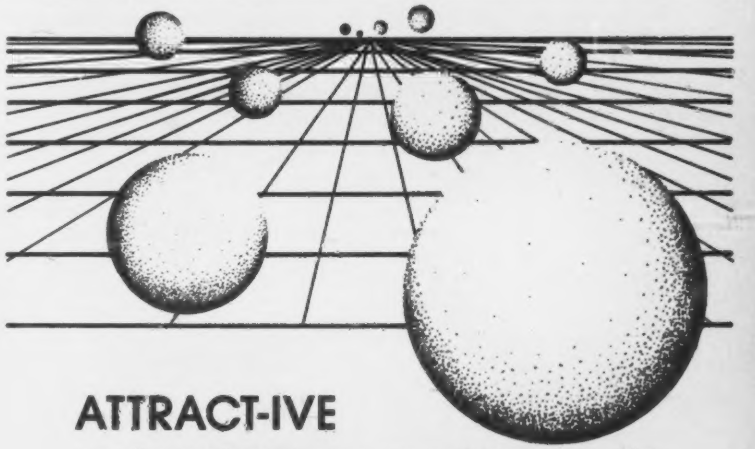
And the U.S. Army Corps of Engineers' Construction Engineering Research Laboratory invites numerous companies to use its systems, ranging from voice-activated inspection systems to computer-aided architectural and engineering design.

Education. A state's educational infrastructure is one clue to its credibility and clout in industry. Illinois, if anything, is overloaded with formidable centers of higher learning.

In the Chicago area, the University of Chicago maintains an exemplary Industrial Affiliates program. Its chemistry department is supported by such firms as the Dow Chemical Co., a liaison that is mutually beneficial. Northwestern University operates the Basic Research Institute and is developing a research park in conjunction with the city of Evanston. The University of Illinois at Chicago sponsors research exceeding $40 million a year. The school's campus at Urbana/Champaign ranks behind only MIT in separately budgeted research expenditures. It is an international showplace for supercomputer expertise. The Illinois Institute of Technology excels in energy development programs, fluid dynamics research, industrial waste elimination research, and medical engineering.

And in the Peoria vicinity, a new program of community technical assistance at Bradley University features hands-on programs that buttress ongoing economic growth. Illinois State University in Normal and Illinois Central College in East Peoria are parties to this new program, which has goals similar to those achieved by the North Carolina Research Triangle.

The state's academic interest in economic development works tidily with its impetus to spawn industrial parks in virtually every community with research or manufacturing potential. "We're hot," says Governor James R. Thompson, "and we're on the leading edge of the next century, which conceptually has already begun in many of our universities and plants." □



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18 NORTH COUNTY STREET
WAUKEGAN, ILLINOIS 60085
312/360-6350

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and Community Affairs
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Program

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ILLINOIS

AURORA-ELGIN MSA

MSA Population: 350,000
Counties: Kendall, Kane
Cities over 25,000: Aurora (pop. 90,500), Elgin (pop. 71,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Aurora - 4
Elgin - 6, 23

Major Roads:
Interstate - 90 (Northwest Tollway)
U.S. Highways - 20, 30, 34, 52
State Highways - 5 (East-West Tollway), 38, 64

Airports:
Aurora - Midway, 30 mi. E. of city; O'Hare Int'l, 35 mi. N.E. of city
Elgin - O'Hare Int'l, 25 mi. S.E. of city; Midway, 35 mi. S.E. of city

UTILITIES

Electric:
Sam Badger
Economic Development
Commonwealth Edison Co.
P.O. Box 767
Chicago, IL 60690
(312) 294-3038

Gas:
J. Robert White
Northern Illinois Gas
P.O. Box 1565
Aurora, IL 60507-1565
(312) 983-8888

HIGHER EDUCATION

Aurora College, Aurora

STATE PARK

Silver Springs State Park

BLOOMINGTON-NORMAL MSA

MSA Population: 125,400
County: McLean
Cities over 25,000: Bloomington (pop. 48,000), Normal (pop. 37,000)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Bloomington - 8, 10, 20A
Chatsworth - 2
Chenoa - 2
Normal - 14, 20A

Major Roads:
Interstates - 55, 74
U.S. Highways - 51, 150
State Highway - 9

Airports:
Bloomington - Bloomington-Normal, 3 mi. E. of city
Normal - Bloomington-Normal, 5 mi. S of city

UTILITIES

Electric:
Richard L. Eggers, Econ. Dev. Spvsr.
Economic Development Department
Illinois Power Company
500 S. 27th Street
Decatur, IL 62525-1805
(800) 798-6888

Gas:
Northern Illinois Gas (see Aurora-Elgin MSA)

HIGHER EDUCATION

Illinois State University
Illinois Wesleyan University

STATE PARK

Moraine View State Park

CHAMPAIGN-URBANA-RANTOUL MSA

MSA Population: 170,900
County: Champaign
Cities over 25,000: Champaign (pop. 60,700), Urbana (pop. 34,100) (Rantoul population is 20,100)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Champaign - 10, 14
Rantoul - 14
Sidney - 20A, 25
Tolono - 20A
Urbana - 10, 14, 20A

Major Roads:
Interstates - 57, 72, 74
U.S. Highways - 45, 136, 150

Airports:
Champaign - Univ. of Illinois Willard, 6 mi. S.W. of city
Rantoul - Univ. of Illinois Willard, 25 mi. S. of city; Midway, 105 mi. N.E. of city; O'Hare, 130 mi. N.E. of city
Urbana - Univ. of Illinois Willard, 9 mi. S.W. of city

UTILITIES

Gas & Electric:
Illinois Power Co. (see Bloomington MSA)

HIGHER EDUCTION

University of Illinois, Urbana
Parkland College
Urbana Community College

STATE PARK

Lake of the Woods State Park

CHICAGO MSA

MSA Population: 6,166,300
Counties: Cook, DuPage, McHenry
Cities over 25,000: Arlington Heights (pop. 69,100), Berwyn (pop. 45,500), Chicago (pop. 3,020,300), Chicago Heights (pop 35,500), Cicero (pop. 61,100), Des Plaines (pop. 57,100), Downers Grove (pop. 44,400), Elmhurst (pop. 45,500), Evanston (pop. 71,800), Mount Prospect (pop 53,400), Naperville (pop. 57,600), Oak Lawn (pop. 58,200), Oak Park (pop. 54,900), Schaumburg (pop. 57,700), Skokie (pop. 59,600), Wheaton (pop. 51,000)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Arlington Heights - 6
Berwyn - 4, 7
Chicago - 2, 3, 6, 7, 9, 10, 11, 13, 14, 15, 16, 20A, 23, 25, 26
Chicago Heights - 10, 11, 12, 23, 25
Cicero - 3, 4
Des Plaines - 6, 23, 26
Downer's Grove - 4
Elmhurst - 6, 7
Mount Prospect - 6
Naperville - 4
Oak Lawn - 11, 20A
Oak Park - 6
Schaumburg - 23
Skokie - 6
Wheaton - 6

Major Roads;
Interstates - 55, 57, 80, 90, 94 190, 290, 294

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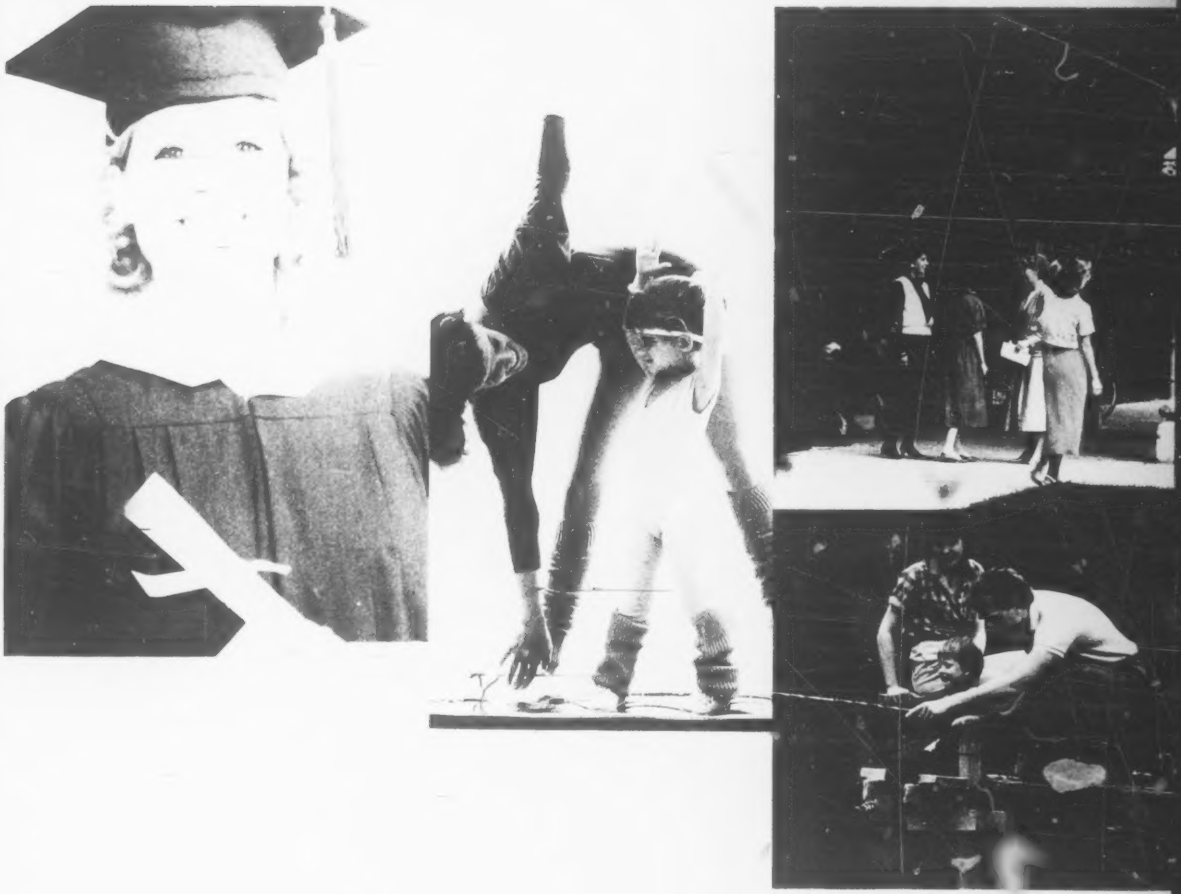
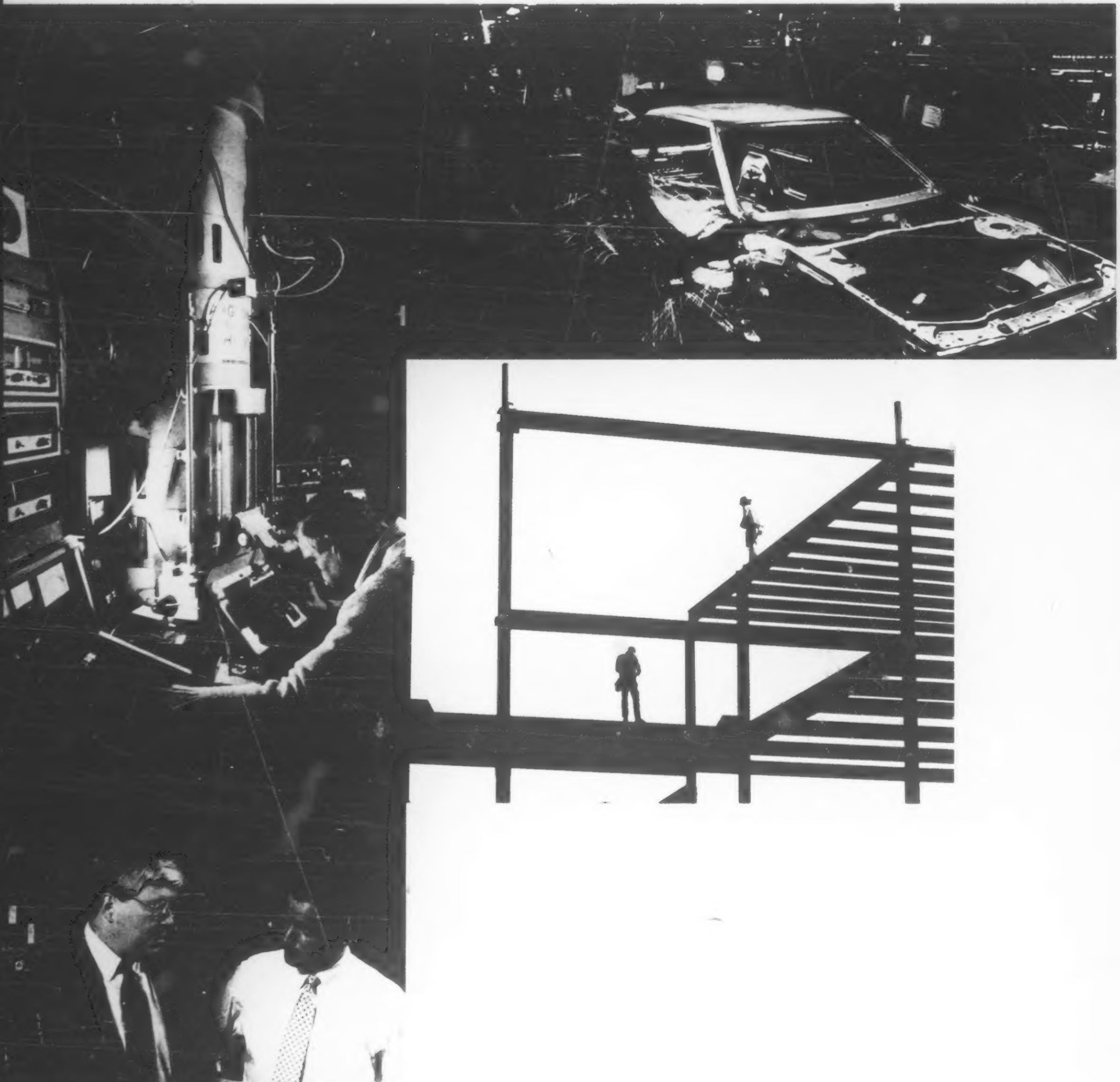
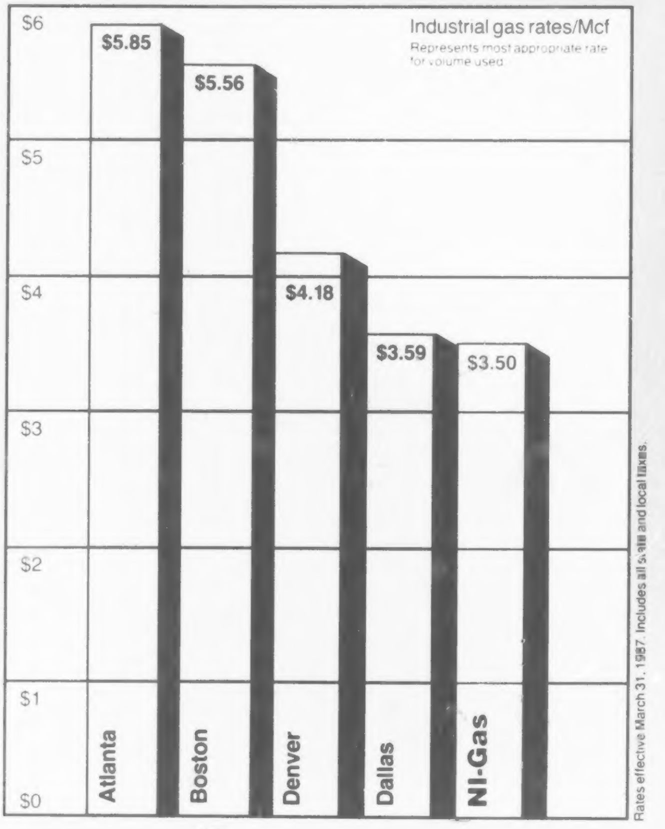


your productivity... raise your revenues...



...and lower your energy costs.



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NORTHERN ILLINOIS GAS
One of the N [illegible]

U.S. Highways - 6, 12, 14, 20, 30, 41, 45, 52
State Highways - 1, 5, 7, 19, 21, 31, 38, 43, 47, 50, 53, 56, 58, 59, 62, 64, 68, 72, 83, 120, 171, 176, 394

Airports:
Arlington Heights - O'Hare, 12 mi. S.E. of city; Midway, 30 mi. S.E. of city
Berwyn - Midway, 6 mi. S.E. of city, O'Hare, 15 mi. N.W. of city
Chicago - Midway, 11 mi. S.W. of city; O'Hare, 18 mi. N.E. of city
Cicero - Midway, 4 mi. S. of city; O'Hare, 17 mi. N.W. of city
Des Plaines - O'Hare, 4 mi. S. of city; Midway, 22 mi. S.E. of city
Downer's Grove - Midway, 15 mi. E. of city; O'Hare, 19 mi. N.E. of city
Elmhurst - O'Hare, 10 mi. N.E. of city; Midway, 15 mi. S.E. of city
Evanston - O'Hare, 14 mi. S.W. of city; Midway, 19 mi. S.W. of city
Mount Prospect - O'Hare, 8 mi. S.E. of city; Midway, 28 mi. S.E. of city
Naperville - O'Hare, 28 mi. N.E. of city; Midway, 24 mi. E. of city
Oak Lawn - Midway, 6 mi. N. of city; O'Hare, 23 mi. N.W. of city
Oak Park - Midway, 9 mi. S. of city; O'Hare, 10 mi. N.W. of city
Schaumburg - O'Hare, 15 mi. S.E. of city; Midway, 30 mi. S.E. of city
Skokie - O'Hare, 14 mi. S.W. of city; Midway, 17 mi. S. of city
Wheaton - O'Hare, 20 mi. N.E. of city; Midway, 24 mi. S.E. of city

UTILITIES

Electric:
Commonwealth Edison (see Aurora-Elgin MSA)

Gas:
Edward T. Koska, Adv. Mgr.
Peoples Energy Corporation
122 S. Michigan Avenue
Chicago, IL 60603
(312) 431-4860

HIGHER EDUCATION

Chicago:
Chicago Academy of Sciences
Chicago State University
Chicago Technical College
Columbia College
DePaul University
DeVry Institute of Technology
Illinois College of Podiatric Med.
Kent College of Law
Loyola University
Marshall Law School
Moody Bible Institute
Mundelein College
Northeastern Illinois University
North Park College
Roosevelt University
Spertus College of Judaica
University of Chicago
University of Illinois at Chicago
Other:
College of DuPage, Glen Ellyn
Concordia Teachers College, River Forest
Elmhurst College, Elmhurst
National College of Education, Wilmette
Northwestern University, Evanston
Rosary College, River Forest
St. Xavier College, Evergreen Park
Trinity Christian College, Palos Heights

STATE PARKS

Buffalo Park Ski Area
Calumet Park Beach
49th Street Beach
Moraine Hills State Park
Rainbow Beach
31st Street Beach

DAVENPORT-ROCK ISLAND-MOLINE MSA

MSA Population: 386,000
Counties: Henry, Rock Island (Scott, Iowa)
Cities: Moline (pop. 45,600), Rock Island (pop. 45,100)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Moline - 4, 16, 23
Rock Island - 4, 11, 16, 23

Major Roads:
Interstates - 74, 80, 280
U.S. Highways - 6, 61, 67
State Highways - 2, 5, 22, 84, 92, 130

Airports:
Moline - Quad City, 4 mi. S. of city
Rock Island - Quad City, 8 mi. S.E. of city

UTILITIES

Electric & Gas:
John Wetzel, Area Dev. Dir.
Iowa-Illinois Gas & Electric Co.
319 18th Street
Rock Island Quad Cities, IL 61201
(319) 326-7135

HIGHER EDUCATION

Augustarra College, Rock Island
Marycrest College, Davenport, Iowa

STATE PARKS

Black Hawk State Park
Johnston Sauk Trail State Park

DECATUR MSA

MSA Population: 128,000
County: Macon
City over 25,000: Decatur (pop. 91,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Decatur - 11, 14, 15, 20A
Maroa - 14, 20A

Major Roads:
Interstate - 72
U.S. Highways - 36, 51
State Highways - 48, 121

Airport:
Decatur - Decatur Municipal Airport, 4 mi. E. of city

UTILITIES

Gas & Electric:
Illinois Power Co. (see Bloomington MSA)

HIGHER EDUCATION

Millikin University

STATE PARKS

Spitler Woods State Park
Lincoln Trail Homestead State Park

JOLIET MSA

MSA Population: 381,000
Counties: Grundy, Will
City over 25,000: Joliet (pop. 78,600)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Brisbane - 12, 20A
Goose Lake - 12
Joliet - 2, 6, 11, 12, 14
Morris - 11

Major Roads:
Interstates - 55, 80
U.S. Highways - 6, 30, 52
State Highways - 53, 59

Airports:
Joliet - Midway, 34 mi. N.E.; O'Hare, 38 mi. N.E.

UTILITIES

Electric:
Northern Illinois Gas Co. (See Aurora-Elgin MSA)

Gas:
Commonwealth Edison (see Aurora-Elgin MSA)

HIGHER EDUCATION

Governors State University, University Park
Lewis College, Romeoville

ILLINOIS

STATE PARKS

Des Plaines Conservatory Area
Gebhard Woods State Park
Goose Lake Prairie State Park
Illinois & Michigan Central State Park
William G. Stratton State Park

KANKAKEE MSA

MSA Population: 102,900
County: Kankakee
City over 25,000: Kankakee (pop. 29,100)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Kankakee - 14, 17
Momence - 10, 11, 23, 25
Reddick - 20A

Major Roads:
Interstate - 57
U.S. Highways - 45, 52
State Highway - 17

Airports:
Kankakee - Midway, 46 mi. N.E. of city; O'Hare, 60 mi. N. of city

UTILITIES

Electric:
Commonwealth Edison (see Aurora MSA)

Gas:
Northern Illinois Gas (see Aurora MSA)

HIGHER EDUCATION

Olivet Nazarene College

STATE PARK

Kankakee River State Park

LAKE COUNTY MSA

MSA Population: 478,200
County: Lake
Cities over 25,000: Highland Park (pop. 30,611), North Chicago (pop. 41,100), Waukegan (pop. 72,700)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Barrington - 6, 12
North Chicago - 6, 11, 12
Rondout - 12, 23
Waukegan - 6, 12

Major Roads:
Interstate - 94 (Tri-State Tollway)
U.S. Highways - 12, 41, 45
State Highways - 21, 131, 173

Airports:
North Chicago - O'Hare, 34 mi. S. of city; Midway, 47 mi. S. of city

UTILITES

Electric:
Commonwealth Edison (see Aurora MSA)

Gas:
North Shore Gas Co. (see People's Energy Corp., Chicago MSA)

HIGHER EDUCATION

Great Lakes Naval Training Center, Fort Sheridan

STATE PARKS

Holiday Park Ski Area
Illinois Beach State Park
O'Lakes State Park

PEORIA MSA

MSA Population: 362,600
Counties: Peoria, Tazewell, Woodford
Cities over 25,000: Peoria (pop. 118,800), Pekin (pop. 33,300)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Chillicothe - 2, 4
East Peoria - 2, 6, 20A, 21
Hollis - 2, 6, 21
Iowa Junction - 2, 6
Pekin - 5, 10, 14
Peoria - 2, 4, 5, 6, 10, 14, 18, 20A
Princeville - 2

Major Roads:
Interstates - 74, 474
U.S. Highways - 24, 51, 150
State Highways - 29, 88, 116, 121

Airports:
Peoria - Greater Peoria, 5 mi. W. of city
Pekin - Greater Peoria, 11 mi. N. of city

UTILITIES

Electric & Gas:
Stan Ogden
Central Illinois Light Co.
300 Liberty Street
Peoria, IL 61602
(309) 672-5015

HIGHER EDUCATION

Eureka College, Eureka
Bradley University, Peoria

STATE PARKS

Spring Lake Conservatory Area
Jubilee College State Park
Woodford County Conservatory Area

ROCKFORD MSA

MSA Population: 284,000
Counties: Boone, Winnebago
City over 25,000: Rockford (pop. 138,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Rockford - 4, 6, 7, 23

Major Roads:
Interstate - 90
U.S. Highways - 20, 51
State Highways - 20, 75, 173, 251

Airport:
Rockford - Greater Rockford, 5 mi. S. of city

UTILITIES

Electric:
Commonwealth Edison (see Aurora MSA)

Gas:
Northern Illinois Gas Co. (see Aurora MSA)

HIGHER EDUCATION

Rock Valley College
Rockford College

STATE PARK

Rock Cut State Park

ST. LOUIS MO/IL MSA

MSA Population: 2,451,200
Counties: Clinton, Jersey, Madison, Monroe, St. Clair
Cities over 25,000: Alton (pop. 33,200) Belleville (pop. 42,200), East St. Louis (pop. 50,900), Granite City (pop. 35,900)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Cahokia - 1
Caseyville - 11
East St. Louis - 1, 4, 6, 10, 11, 14, 19, 20, 20A, 22, 24, 25
Glen Carbon - 6, 20A
Granite City - 1, 6, 10, 11, 14, 20A, 22, 24, 25
Madison - 1, 4, 6, 10, 11, 20A, 24, 25
Mitchell - 1, 10, 14, 20A, 25
Worden - 6, 20A

Major Roads:
Interstates - 44, 55, 64, 70, 255
U.S. Highways - 40, 50, 61, 67
State Highways - 3, 15, 115, 140, 143, 177, 180, 367

ILLINOIS

The 1.63-million-sq.-ft. McCormick Place is the largest convention center in the country, drawing in 2.7-million visitors a year.

Airports:
Alton - Lambert-St. Louis Int'l, 18 mi. S.W. of city
Belleville - Lambert-St. Louis Int'l, 29 mi. N.W. of city
East St. Louis - Lambert-St. Louis Int'l, 18 mi. N.W. of city
Granite City - Lambert-St. Louis Int'l, 18 mi. N.W. of city

UTILITIES

Alton & East St. Louis Electric & Gas:
Richard Stevens, Econ. Dev. Dept.
Union Electric Co.
1901 Gratiot Street
St. Louis, MO 63166
(314) 241-1318

Belleville & Granite City Elec. & Gas:
Illinois Power Co. (see Bloomington MSA)

HIGHER EDUCATION

McKendree College, O'Fallon
Principia College, Elsah
St. Louis University Parks College of Aerospace Technology, Cahokia
Southern Illinois University, Edwardsville

STATE PARKS

Eldon Hazlet State Park
Fort de Chartres State Park
Lewis & Clark State Park
Pere Marquette State Park
South Shore State Park

SPRINGFIELD MSA

MSA Population: 195,900
Counties: Menard, Sangamon
City over 25,000: Springfield (pop. 104,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Springfield - 5, 11, 14, 20A, 21

Major Roads:
Interstate - 55, 72
U.S. Highway - 36
State Highways - 4, 29, 54, 97, 104

Airport:
Springfield - Capitol Airport, 3 mi. N.W. of city

UTILITIES

Electric:
Springfield Water, Lt. & Pwr. Dept.
201 Municipal Building
Springfield, IL 62757

Gas:
Central Illinois Light Co. (see Peoria MSA)

HIGHER EDUCATION

Sangamon State University

STATE PARK

Lincoln's New Salem State Park

RAILROAD INDEX

1. Alton & Southern Railway Co.
K.A. Moore, VP & Gen. Mgr.
1000 S. 22nd Street
East St. Louis, IL 62207
(618) 482-3239
(800) 851-3041

2. Atichison, Topeka, & Santa Fe Railway Co.
John Powers, Reg. Mgr., Bus. Dev.
4100 S. Kedzie Ave.
Chicago, IL 60632
(312) 890-4174

3. Belt Railway of Chicago
R. E. Dowdy, Pres. & Gen. Mgr.
6900 S. Central Ave.
Chicago, IL 60638
(312) 496-4000

4. Burlington Northern Railroad Co.
Joe M. Arrington, Gen. Mgr.
1230 E. Diehl Rd.
Naperville, IL 60566-1080
(312) 983-3000

5. Chicago & Illinois Midland Railway
W. G. Harvey, EVP & Gen. Mgr.
1500 North Grand Ave.
P. O. Box 139
Springfield, IL 62705
(217) 788-8610

6. Chicago & North Western Trans. Co.
Robert W. Mickey
VP, R.E. & Ind. Dev.
One North Western Ctr.
Chicago, IL 60606
(312) 559-6175

7. Chicago, Central & Pacific Rail. Co.
W. K. Gartner
R.E. & Ind. Dev. Mgr.
501 Sycamore St.
P. O. Box 1800
Waterloo, IA 50703
(319) 236-9200

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12. Elgin, Joliet & Eastern Rail. Co.
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Chicago, IL 60601
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19. Manufacturers Railway Co.
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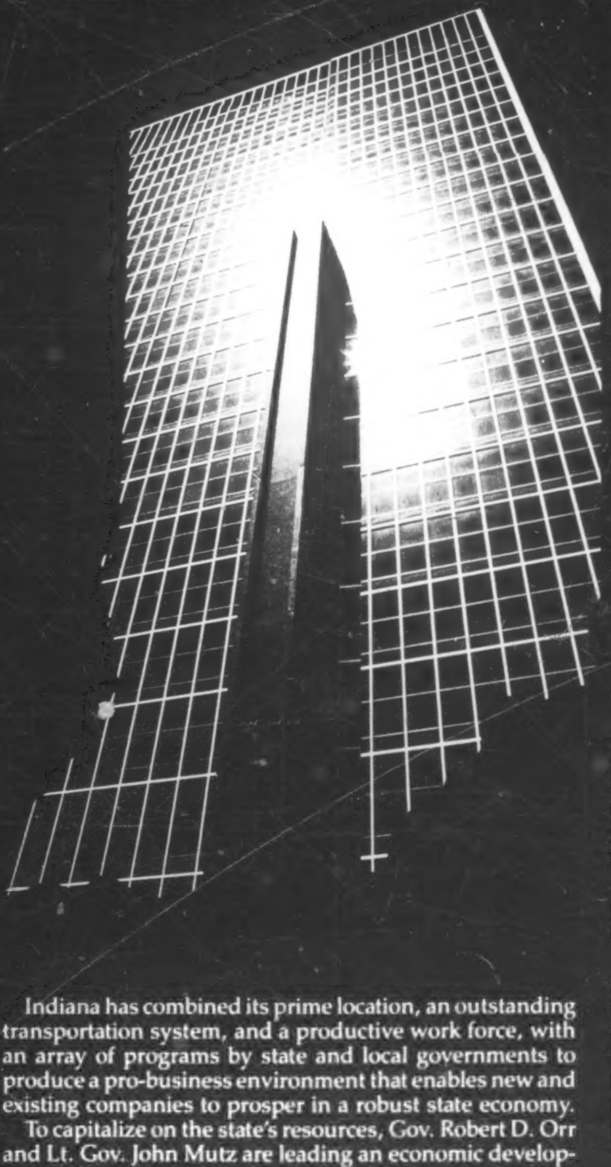

Indiana's Government Achieves Economic Growth

Indiana has combined its prime location, an outstanding transportation system, and a productive work force, with an array of programs by state and local governments to produce a pro-business environment that enables new and existing companies to prosper in a robust state economy.

To capitalize on the state's resources, Gov. Robert D. Orr and Lt. Gov. John Mutz are leading an economic development effort in which Indiana extends a helping hand to commerce and industry. Since the early 1980s, the state has increased its budget for economic development by 500%, and the state's legislature has approved 80 programs to help new and existing companies with worker training, tax abatement, loan guarantees, investments in infrastructure, and other programs that provide grants and loans to assist private industry.

According to recent surveys by the Grant Thornton Business Climate Study, Indiana has the lowest state and local taxes in the Great Lakes region. Also among the lowest in the region are per-capita welfare spending, unemployment insurance benefits, maximum workmen's compensation rates, and the percentage of increases in wages and energy costs.

David Borst, director of industrial development for the state Department of Commerce, says, "Indiana is very attractive because of our prime location in relation to major U.S. markets. A second source of appeal is our transportation system. We have interstate highways crisscrossing our state, and we have ports on Lake Michigan and the Ohio River. Indianapolis's airport is growing all the time and so are the airports in Fort Wayne and Evansville. As for rail service, Indiana has more rail lines going through it than any other state."

The work ethic also offers major appeal. "Because of our rural background, our rural history, people in Indiana are willing to give a full day's work for a full day's pay. We have many companies who have plants here in Indiana and who have plants on the East and West coasts. They tell us the work force they have here in Indiana is much better than in the other states. Our work force is willing to work hard and the wages in our state are pretty reasonable," explains Borst.

Since 1983, manufacturing employment in Indiana has increased by 40,000 jobs, to 616,000. This is a percentage increase of 6.8%, compared with just 4.5% for the Great Lakes region as a whole, says Borst. State unemployment is 4.8%, the lowest in the Midwest. Since 1981, $9 billion has been invested in manufacturing.

Speaking of the most heavily used state assistance programs Indiana offers, Borst says, "The area in which we provide most assistance is the training of workers under the Training for Profit Program. We look at these training programs as an investment in Indiana. We feel that one of the responsibilities of state government is to provide as many employment opportunities as possible for our citizens. To do that we have to be sure workers have the necessary skills to be an asset for a company." The program provides direct training support to companies in the form of grants.

A second training program is the Basic Industry Retraining Program. When a company adopts new technology, the state will help pay the cost of raising worker skills by awarding grants.

"Another major area where we help companies is in grants and loans for infrastructure," says Borst. "Often, a new company needs a sewer or water line extended to a new site, or access roads, rail spurs, or water towers. We, in conjunction with local governments, will pay for those improvements—in many cases we will pay for all of them. Under the Industrial Development Infrastructure Program the state contributes 75% of the project cost and the local government puts in 25%.

"The next major program we use is called the Investment Incentive Program," Borst explains. "The purpose of this program is to provide low-interest loans to industry for the purchase of machinery and equipment. This, too, is a 75%/25% program between state and local government. We grant the money to the local government, which will loan the money to the company at an interest rate that is usually about half of the prime rate."

State government has also adopted enabling legislation allowing local government to offer tax abatement incentives. "There is a 10-year abatement available for the construction of facilities, for real property. For equipment and machinery there is a five-year abatement available," says Borst. Both programs offer tax savings on a sliding scale, with 100% abatement the first year.

Success through networking

"Ten years ago there were no more than 10 or 15 communities in Indiana that had active economic development organizations. Now it is well into the hundreds, and that is the result of the state working with local governments. Economic development has come to the forefront as a result of the Midwest being hit hard by tough economic times in the late 70s and early 80s. We have also gotten private industry actively involved. Utilities and railroads frequently are a major resource for us in terms of gathering site information and working with us when new companies come into the state," says Borst.

At Northern Indiana Public Service (NIPSCO), Ed Bowles, director of economic development, says, "We have been able to demonstrate to our existing customers that we can be a very, very good supplier to them and that we can help them be profitable enough to be international competitors by staying right where they are."

Bowles says, "I think that one of the most positive developments for us is that the major steel companies have decided that northern Indiana is the place where they are going to put their flagship installations." He cites the example of USX's decision to close some of their facilities on the East and West coasts and invest millions of dollars to install state-of-the-art technology in its Gary, Indiana, plant. Similar decisions have been made by companies like Inland Steel, LTV, and Amoco.

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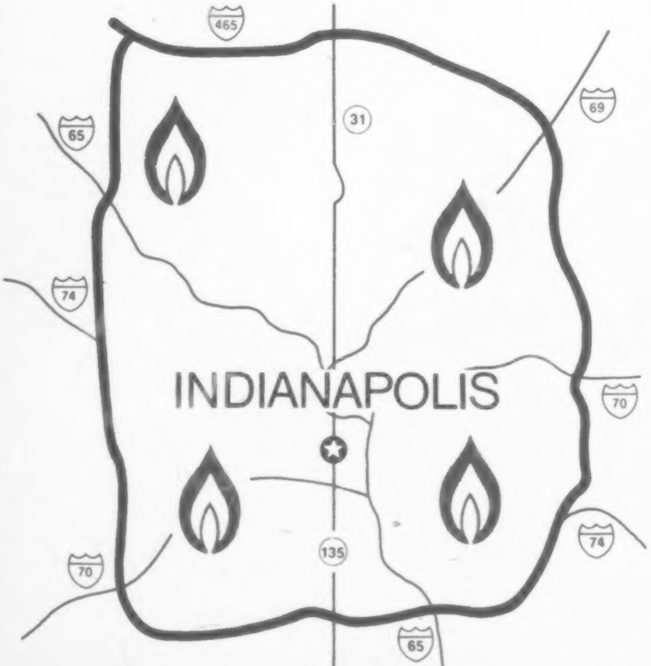

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major steel companies and oil refineries and one major auto plant. With those kinds of customers our system has to be ultra reliable. It's not like a rural system where you can afford an outage from time to time. When you are pouring steel you can't afford even a one-second outage," says Bowles.

NIPSCO's rates are comparable to major metropolitan areas but are the highest in the state. "We are able to serve the steel companies for about three to four cents per kilowatt hour, but our average cost is probably closer to 6 to 6.8 cents. We are comparable to Chicago, Detroit, and Louisville but much lower than oil-fired companies on both coasts," says Bowles.

"We have based our economic development efforts, to a large degree, on our unique location here in the Midwest. We also have a tremendously well-developed infrastructure—most of our communities are already piped for gas and wired for electricity so we can provide service rapidly," Bowles explains. "We also have an excellent transportation system. In order to come around the southern end of Lake Michigan, you've got to come through our service territory, unless you want to ship by barge. The highway system across northern Indiana is well developed. We probably move the equivalent volume of truck traffic as the expressways in the Los Angeles area. Everything that leaves Chicago and goes east by truck is compacted into a five-mile radius south of Lake Michigan."

At the Wabash Valley Power Association Inc., Steve Hilton, manager for economic development, explains that the utility serves 24 rural electric companies in the northern part of the state. The major companies in their market area include Magnavox, United Van Lines, Essex Wire, Nucor Steel, and several Purdue plants. The typical cost per kilowatt hour is four to six cents, with the lowest rate reserved for the highest volume customers.

The power association has its own active program of economic development, which consists of direct mail, trade shows, and visiting company executives outside the state who may be candidates for relocation. The utility gears its efforts toward attracting a diverse group of industries. Hilton says the utility's service area provides attractive opportunities for agricultural and food-processing companies, warehouse and distribution companies, automotive parts suppliers, medical suppliers and medical equipment manufacturers, and electronics manufacturers.

In cooperation with local governments, the power association is compiling site feasibility studies for industrial parks and other projects throughout their service area.

Regional strengths

Local governments throughout Indiana, in partnership with the state and existing private industry, are embarked on their own active economic development programs designed to match likely industries with their own resources.

Evansville. Evansville, in the southwest corner of the state, is a city of 136,000 with 310,000 in the Greater Evansville metropolitan area. The city is already home to major companies like Whirlpool, General Electric, Bristol Meyers, and Alcoa, but local economic development efforts are geared toward attracting more manufacturing companies to the area to create more jobs.

Pat Vercauteren, director of the Greater Evansville Chamber of Commerce, says, "We are a city in our own right, with all the services local businesses need. But larger, nearby cities like St. Louis, Indianapolis, Louisville, and Nashville can provide an additional level of services if needed, with skills like tool and die making and mold making for plastics. For computer services, there is an IBM regional headquarters."

In addition to having literally hundreds of acres of land available along the Ohio River and I-64, with sewer, water, gas, electric, and in many cases, rail service available, the Evansville area can offer a large work force.

"There are some areas in other parts of the state that are running out of workers. They have unemployment of just 1% or 2%. We don't expect our unemployment rate to get much below 6%," says Vercauteren. He tells of one recent situation in which 5,000 people applied for just 500 jobs. "These people want work," he explains.

The chamber's main thrust in economic development is directed toward domestic and foreign manufacturing firms who can benefit from the area's access to major markets and a strong system of road, rail, river, and air services. However, Vercauteren says Evansville is also well suited for regional and branch offices of major corporations and retail organizations.

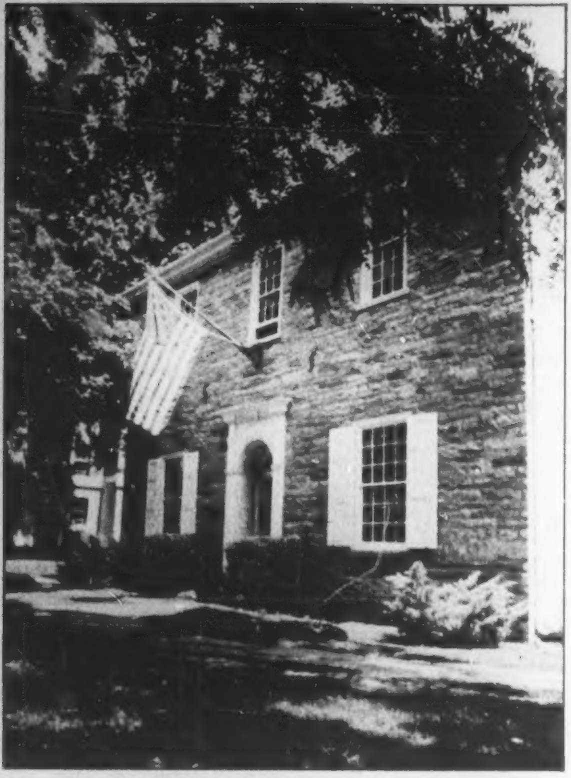
Evansville has created a non-profit corporation called the Evansville Industrial Foundation, which helps coordinate development in the area. The foundation owns much of the industrial and commercial property that is available and not only sells property, but also develops and constructs industrial parks and other properties, sometimes on a speculative basis. Typical prices for property are $15,000 to $16,000 per acre, says Vercauteren.

Fort Wayne. The City of Fort Wayne, in the northeast corner of the state, has a population of 175,000; there are a total of 300,000 people in Allen County. Craig Reed, project manager for business and industrial development of the Greater Fort Wayne Chamber of Commerce, says the region is actively seeking additional high-tech companies like the ones it has already attracted. Cadillac Coffee, which roasts, packages, and ships coffee, recently left Detroit, where it had been based for 100 years. It joined other high-tech companies in Fort Wayne like GE's aerospace division, an ITT radio manufacturing plant, and a Magnavox plant that manufactures sonar buoys for the U.S. government.

"Beyond that emphasis on high-tech, our economy has been largely based on the automotive industry. We have a lot of auto suppliers here, but we are doing everything we can to diversify. We want to get our fair share of the service industry—specialists in data processing, telemarketing, and national and regional headquarters for major corporations," says Reed.

In distribution, the chamber is highlighting the area's road and rail resources, as well as the local airport. Allen County already has 26 industrial parks, with parcels as small as five acres and as large as 425 acres. There are also dozens of vacant buildings ranging in size from 1,000 sq. ft. to 650,000 sq. ft. that are now being leased or sold at a rapid rate to companies not wishing to build.

Fort Wayne is one of three communities in the state to benefit from creation of a public corporation



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called the Corporation of Science and Technology, a partnership between the public and private sector to provide capital for emerging technologies. Local advances in electronics and chemistry have already been given support by the corporation.

To fully exploit the opportunity afforded the community by this pilot program, Reed says the chamber is compiling a list of technological needs of companies already in the area, in an attempt to match research with those needs.

This high-tech direction being taken by local economic development efforts is consistent with the abilities of the local work force, which Reed describes as being "pretty sophisticated." And Fort Wayne has the training providers to maintain that high standard, with Indiana University, Purdue's regional campus, the Indiana Institute of Technology, St. Francis College, and Tri-State University all within easy reach.

Muncie. Muncie, in the east central part of the state, just outside Indianapolis, is a manufacturing community of about 80,000. It is situated in Delaware County, which has 128,000 people. Rob O'Brian, vice president of regional development for the Muncie/Delaware County Chamber of Commerce, says the region has a strong record of experience in the automotive industry. There are no assembly plants in the area, but it has major suppliers like Delco Battery, Hydromatic Manual Transmission Co., and Borg Warner, the area's largest employer. The region also has tool and die shops, stamping and machining specialists, custom-machine builders, forging, and injection and rubber molding. It has also attracted food and pharmaceutical companies.

"This is a good area for regional distribution, an area we are starting to see build up since the recession," says O'Brian. The availability of I-69 and four-lane access to I-70, in addition to rail service by Norfolk & Southern, Chessie, and Conrail, makes Muncie and Delaware County a hub area for companies who rely on easy access to distant markets.

During the past three years, 12 new manufacturing firms have moved to the area, and 15 existing companies have worked with the chamber and other development organizations on expansion projects. "We have a good labor force and good transportation with good sites. And with resources like the University of Indiana Technical College here, we have the ability to customize training to meet the needs of new companies," says O'Brian.

Currently, the chamber is concentrating on diversifying the local economy and is working to attract a broad range of new companies. They include companies specializing in metal fabrication, electrical communication equipment, aerospace, pharmaceuticals, publishing, data processing, warehousing, and distribution.

Bremen. Bremen, a town of 4,000 people just outside South Bend, has succeeded in attracting 50 different manufacturers since the turn of the century. Today, it means there are more people employed in the town than its total population.

Tony Lucenko, executive director of Bremen's economic development, says the community recently welcomed its newest arrival, the Nishikawa Standard Co., a Japanese manufacturer of weather stripping for automakers like Mazda, Ford, and Honda. The company is expected to generate another 350 jobs.

Lucenko credits the town's talent for attracting new companies to its ability to respond quickly to a company's needs and to always keep the lines of communication open. "Bremen is very progressive, and we respond quickly to proposals from outside companies," he says. The town has learned to concentrate on its greatest appeal, as a manufacturing center. Companies doing business in Bremen include those producing wheel bearings, electrical wire, castings, and steel light poles.

Bremen has also managed to put attractive state programs to good use. In the case of Nishikawa, for example, the company was awarded a $350,000 grant. Other factors, like the work ethic of its people and the ability of local officials to present specific details on available sites, utility costs, and other critical expenses, cinched the deal.

Easy livin'

"The quality of life here in Indiana is just excellent; there are just so many things to do," says Borst. "If you look at the southern part of the state, it is pretty much forest, whereas fields of corn replace those forests in the northern part of the state. We have the dunes up on Lake Michigan, which are incredible. And we have boating on the Ohio River, as well as a lot of lakes. Indianapolis has become a major entertainment hub. We have a world-class zoo here in Indianapolis and an old railroad station—Union Station—has been renovated and now has nightclubs, restaurants, and shops. The city is the amateur sports capital of the United States. We hold numerous Olympic trials and other sporting events here."

Education continues to be one of the major concerns of the present administration. "Gov. Orr and Lt. Gov. Mutz have isolated two items as their top priorities: the first is education, the second is economic development," says Borst. "During the last legislative session the house and senate passed the most comprehensive education package in the history of the state. The effects of that legislation are already being shown. Student test scores are already improving, within just one year's time. And as for higher education, we've got a large system of public schools here in Indiana. Indiana University and Purdue are the leaders in public education. They also have a campus here in Indianapolis called IUPUI—Indiana University Purdue University at Indianapolis. It is the third-largest campus in the state, with about 20,000 students," Borst points out.

"We also have a good system of private schools in our state. Obviously, Notre Dame is here and so is DePauw. We also have a very advanced system of vocational education. We have a system called Ivy Tech that has 18 different locations around the state and that is state supported," says Borst.

"A good state-wide average for the cost of a single family home is $65,000. If an upper-management person with a $250,000 home in Michigan is asked to move to Indiana, they are amazed at what they can buy. Right from the start they are pleased by the prospect of moving into a nice, big house and maybe pocketing some of the savings," says Borst. ☐

Nucor Steel picks Indiana

Nucor Steel, a billion-dollar company with 23 plants located around the country in states like Arizona, Utah, Texas, South Carolina, and North Carolina, uses cutting-edge technology to manufacture steel and steel products. When the company went looking for a site for its new $250-million plant in the Midwest, it was courted by Illinois, Kentucky, Ohio, Michigan, and Indiana.

Keith Busse, Nucor's vice-president and general manager of the new plant, explains the company considered several key factors before deciding on Crawfordsville, Indiana. Key factors included a reliable and affordable power source, access to rail lines, a good labor climate, the best building site for its 1-million-sq.-ft. plant, and a tax break. Other states were able to offer some of what the company required, but Busse says, "What broke the tie was the state government in Indiana. They seemed more interested in our problems and our future. They seemed to be genuinely interested."

By negotiating in advance with the local utility and rail lines, Nucor was able to achieve substantial savings in the enormous blocks of energy it uses in steel production and was able to reduce its high transportation costs for shipping in scrap and shipping out steel. Negotiation also produced an agreement that the state would bear the cost of new road construction to the nearby interstate and that drainage work on the site would also be paid for by the state. A strong local labor market and a good building site cinched the deal.

Busse says the state has granted tax abatement to Nucor for 10 years on its buildings and five years for equipment. And, since Crawfordsville lacked experienced steel workers, the state also approved $1.5-million for training. The company's newest plant is expected to begin operating in May 1989.

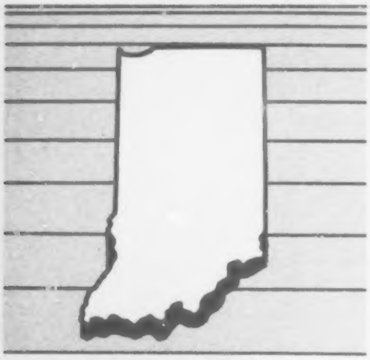
Nucor, the eighth-largest steel producer in the country, is using the latest technology to keep its capital investment and operating costs at just a fraction of what major steel companies would have to spend to open a new plant. Using an arc furnace and a smaller steel caster, the company is able to do continuous casting using less of the expensive equipment normally necessary. This approach also eliminates the costly "roughing" process that thins steel down from 4-inch-thick slabs to less than 2 inches, making it easier to work with.

The company likes the Indiana location because of its proximity to the millions of tons of scrap that is created in the region by the major steel companies. Approximately 50 million tons of steel are produced annually and more than half of it is consumed by manufacturers in the Midwest region, so that is also where the scrap accumulates.

Busse says new, smaller mills like Nucor's have reduced the need for capital investment from well over a billion dollars down to around $250 million. Although the plant will generate only 1 million tons of the 50 million that are produced annually by the major steel mills, the lower cost of startup may soon lead to 10 or 15 such high-tech mills that could account for a sizeable percentage of total, national production.

The future of the steel industry has arrived, says Busse, and it's in Crawfordsville, Indiana.

INDIANA



ANDERSON MSA

MSA Population: 132,000
County: Madison
City over 25,000: Anderson (pop. 60,800)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Anderson - 4
Marion - 4, 5, 11

Major Roads:
Interstate - 69
U.S. Highway - 36
State Highways - 38, 109/9, 37, 32, 232

Airports:
Anderson - Delaware County Airport - Johnson Field, 20 mi. N.E. of city

UTILITIES

Electric:
Anderson Municipal Light & Power
550 Baxter Road
Anderson, IN 46011

Robert Adams, Executive Assistant
Indiana & Michigan Electric Co.
One Summit Square, Box 60
Fort Wayne, IN 46801
(219) 425-2153

Gas:
Richard G. Krumwied, Dir., Ind. Mktg.
Indiana Gas Co., Inc.
1630 N. Meridian St.
Indianapolis, IN 46202
(317) 926-3351

HIGHER EDUCATION

Anderson College, Anderson

STATE PARK

Mounds State Park

BLOOMINGTON MSA

MSA Population: 101,200
County: Monroe
City over 25,000: Bloomington (pop. 52,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Bloomington - 7

Major Roads:
State Highways - 37, 45, 46

Airport:
Bloomington - Monroe County Airport, 5 mi. S.W. of city

UTILITIES

Electric:
Public Service Co. of Indiana, Inc.
1000 East Main Street
Plainfield, IN 46168

Gas:
Indiana Gas Co. (see Anderson MSA)

HIGHER EDUCATION

Indiana University, Bloomington

STATE PARKS

Morgan Monroe State Park
Paynetown State Rec. Area
Fairfax State Rec. Area

ELKHART-GOSHEN MSA

MSA Population: 146,800
County: Elkhart
City over 25,000: Elkhart (pop. 44,600)
(Goshen population is 21,000)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Elkhart - 4, 7

Major Roads:
Interstates - 80/90 (Indiana East-West Toll Road)
U.S. Highways - 20, 33
State Highways - 4, 15, 19, 119, 120

Airport:
Elkhart - Elkhart Municipal Airport, 2.5 mi. N.W. of city

UTILITIES

Electric:
Indiana & Michigan Electric Co. (see Anderson MSA)

Gas:
Ed Bowles
Northern Indiana Public Service
5265 Hohman Avenue
Hammond, IN 46320
(800) 262-6477

HIGHER EDUCATION

Goshen College, Goshen

STATE PARK

Mount Wawasee Ski Area

EVANSVILLE MSA

MSA Population: 284,600
Counties: Posey, Vanderburgh, Warrick
City over 25,000: Evansville (pop. 129,500)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Evansville - 4, 5, 9, 13

Major Roads:
Interstate - 64
U.S. Highway - 41
State Highways - 62, 66, 57

Airport:
Evansville - Evansville Dress Regional Airport, 5 mi. N.E. of city

UTILITIES

Electric & Gas:
Southern Indiana Gas & Electric Co.
20-24 N.W. 4th Street
Evansville, IN 47741

HIGHER EDUCATION

University of Evansville, Evansville
Indiana State University, Evansville Campus

STATE PARK

Harmonie State Park, Posey County

FORT WAYNE MSA

MSA Population: 357,000
Counties: Alien, Dekalb, Whitley
City over 25,000: Fort Wayne (pop. 170,300)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Fort Wayne - 4, 11
New Haven - 11
St. Joe - 5, 11
Butler - 4, 11

Major Roads:
Interstate - 69
U.S. Highways - 6, 24, 30, 33
State Highways - 1, 3, 9, 14

Airport:
Fort Wayne - Baer Field, 9 mi. S.W. of city

UTILITIES

Electric:
Indiana & Michigan Electric Co. (see Anderson MSA)

Gas:
Northern Indiana Public Service Co. (see Elkhart-Goshen MSA)

HIGHER EDUCATION

Fort Wayne:
- Fort Wayne Bible College
- Indiana Institute of Tech.
- St. Francis College
- Ivy Tech
- Indiana University
- Purdue University at Fort Wayne
- Concordia Theological Seminary

GARY-HAMMOND MSA

MSA Population: 634,000
Counties: Lake, Porter
Cities over 25,000: East Chicago (pop. 37,100), Gary (pop. 143,400), Hammond (pop. 89,700)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
- Dyer - 5, 6
- East Chicago - 1, 3, 6, 8, 11
- Griffith - 6, 6A
- Hammond - 1, 3, 4, 5, 6, 8, 11
- Hartsdale - 4, 6, 14
- Indiana Harbor - 1, 2, 4, 5, 6, 8
- Pine - 4, 6, 11
- Valpariso - 1A, 4, 6A, 11
- Van Loon - 6, 11
- Whiting - 1, 2, 4, 5, 6, 8

Major Roads:
- Interstates - 64, 80/90 (Indiana East-West Tollway), 94
- U.S. Highways - 6, 12, 20, 30, 41, 231
- State Highway - 2

Airports:
- East Chicago - Midway, 19 mi. N.W. of city; O'Hare, 28 mi. N.W. of city
- Gary - Midway, 49 mi. N.W. of city; O'Hare, 58 mi. N.W. of city
- Hammond - Midway, 23 mi. N.W. of city; O'Hare, 36 mi. N.W. of city

UTILITIES

Electric & Gas:
Northern Indiana Public Service Co. (see Elkhart-Goshen MSA)

HIGHER EDUCATION

- Purdue University Calumet Campus, Hammond
- Indiana University N.W., Gary
- Valparaiso University

STATE PARKS

- Indiana Dunes State Park
- East Chicago Beach
- Whihala Beach County Park

INDIANAPOLIS MSA

MSA Population: 1,219,600
Counties: Boone, Hamilton, Hancock, Hendricks, Johnson, Marion, Morgan, Shelby
Cities over 25,000: Indianapolis (pop. 722,800)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
- Indianapolis - 4, 5, 10, 11

Major Roads:
- Interstates - 65, 69, 70, 74, 465
- U.S. Highways - 31, 36, 40, 52, 136, 421
- State Highways - 32, 37, 67, 431

Airport:
Indianapolis - Indianapoplis International Airport, 7 mi. S.W. of city

UTILITIES

Electric:
Indianapolis Power & Light Co.
25 Monument Circle, Box 1595-B
Indianapolis, IN 46206

Gas:
Citizens Gas & Coke Utility
2020 N. Meridian Street
Indiana, IN 46202-1306

HIGHER EDUCATION

Indianapolis:
- Indiana Central University
- Indiana University Purdue University (2 campuses)
- Marian College
- Butler University

Franklin:
- Franklin College of Industry

STATE PARK

Morgan-Monroe State Forest

KOKOMA MSA

MSA Population: 103,300
Counties: Howard, Tipton
City over 25,000: Kokomo (pop. 46,900)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
- Kokomo - 4, 11
- Tipton - 11

Major Roads:
- Highways - 31, 35
- State Highways - 19, 22, 28

Airport:
Kokomo - Municipal Airport, 5 mi. N.E. of city

UTILITIES

Electric:
Public Service of Indiana, Inc. (see Bloomington MSA)

Gas:
Kokomo Gas & Fuel Co.
900 East Boulevard
Kokomo, IN 46902

HIGHER EDUCATION

Indiana University, Kokomo

LAFAYETTE MSA

MSA Population: 123,000
County: Tippecanoe
City over 25,000: Lafayette (pop. 43,800)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
- Lafayette - 4, 5, 11

Major Roads:
- Interstate - 65
- U.S. Highways - 52, 231
- State Highways - 25, 43

Airport:
Lafayette - Purdue University Airport, 2 mi. S.W. of city

UTILITIES

Electric:
Public Service Co. of Indiana Inc. (see Bloomington MSA)

Gas:
Indiana Gas Co. (see Anderson MSA)

HIGHER EDUCATION

Purdue University, W. Lafayette

MUNCIE MSA

MSA Population: 123,500
County: Delaware
City over 25,000: Muncie (pop. 74,200)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
- Muncie - 11

Major Roads:
- U.S. Highway - 35
- State Highways - 3, 28, 32, 67

Airport:
Muncie - Johnson Field, 3 mi. N. of city

UTILITIES

Electric:
Indiana & Michigan Electric Co. (see Anderson MSA)

Gas:
Indiana Gas Company (see Anderson MSA)

HIGHER EDUCATION

Ball State University, Muncie

SOUTH BEND-MISHAWAKA MSA

MSA Population: 241,200
County: St. Joseph
Cities over 25,000: Mishawaka (pop. 41,500), South Bend (pop. 108,600)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
South Bend - 1A, 3, 4, 6A, 11

Major Roads:
Interstates - 80/90 (Indiana East-West Tollway)
U.S. Highways - 20, 31, 33
State Highways - 2, 23

Airport:
South Bend - Michigan Regional Airport, 4 mi. N.W. of city

UTILITIES

Electric:
Indiana & Michigan Electric Co. (see Anderson MSA)

Gas:
Northern Indiana Public Service (see Elkhart MSA)

HIGHER EDUCATION

South Bend:
Indiana University
Bethel College
University of Notre Dame
St. Mary's College

STATE PARK

Potato Creek State Park

TERRE-HAUTE MSA

MSA Population: 133,000
Counties: Clay, Vigo
City over 25,000: Terre Haute (pop. 57,500)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Terre Haute - 4, 5, 14

Major Roads:
Interstate - 70
U.S. Highways - 40, 41, 150
State Highways - 46, 63

Airports:
Terre Haute - Hulman Field, 7 mi. E. of city

UTILITIES:

Electric:
Public Service Company of Indiana, Inc. (see Bloomington MSA)

Gas:
Terre Haute Gas Corp.
632 Cherry Street
Terre Haute, IN 47801

HIGHER EDUCATION

Terre-Haute:
Indiana State University
St. Mary-of-the-Woods College
Rose-Hulman Institute of Technology

RAILROAD INDEX

1. Baltimore & Ohio Chicago Terminal Railroad Co. (part of CSX Transportation, see below)

2. Chicago Short Line Railway Co.
E. A. Peloza, Gen. Mgr.
9746 Avenue N
Chicago, IL 60617
(312) 768-6405

3. Chicago South Shore & South Bend Railroad
J.E. Alexander, Mktg. VP
307 N. Michigan Ave.
Chicago, IL 60601
(312) 930-0700

4. Consolidated Rail Corp.
Robert M. Rampley
Area Manager, Econ. Dev.
Room 500, Conrail Building
31 East Georgia St.
Indianapolis, IN 46204
(317) 267-4982

5. CSX Transportation, Inc.
A. J. Bogdon, Ind. Dev. Mgr.
P. O. Box 3316
Livonia, MI 48150
(313) 464-5700

6. Elgin, Joliet & Eastern Railway Co.
A. S. Armstrong, R. E. Mgr.
1141 Maple Road, P. O. Box 880
Joliet, IL 60434
(815) 740-6622

7. Illinois Central Gulf Railroad Co.
G. A. McArdle, R.E. & Ind. Dev. AVP
233 N. Michigan Ave.
Chicago, IL 60601
(312) 819-7500

8. Indiana Harbor Belt Railroad Co.
R. L. Crisci
Sales & Mktg. Mgr., Ind. Dev.
P. O. Box 389
Hammond, IN 46325
(219) 989-4719

9. Indiana Hi-Rail Corp.
D. L. Smoot, VP & Gen. Mgr.
R. R. 1, Box 242
Connorsville, IN 47331
(317) 825-0349

10. Indiana Rail Road Co.
Richard J. Kloster, Dir. of Mktg.
Box 2464
Indianapolis, IN 46206-2464
(317) 635-7028

11. Norfolk & Western (part of Norfolk Southern Corp., see below)

12. Norfolk Southern Corp.
J. L. Pinson, Dir.
125 Spring St., S. W.
Atlanta, GA 30303
(404) 529-1591

13. Southern Railway Co. (part of Norfolk Southern Corp., see above)

DEVELOPMENT COUNSELORS

State Development Agency

Mutz, John, Lieut. Gov. & Dir.
Indiana Dept. Commerce
One North Capitol, Ste. 700
Industrial Dev. Division
Indianapolis, 46204-2288
317/232-8888

AREAS & OTHERS

Bloomington
Richey, Thayr, Dir. Econ. Dev.
Hoosier Energy Rural Elec. Coop.
P.O. Box 908
Bloomington, 47402
812/876-2021

Evansville
Vercauteren, Patrick, Vice Pres.
Evansville Chamber of Commerce
Old Post Office Place
100 NW 2nd Street
Evansville, 47708-1242
812/425-8147

Ft. Wayne
Brown, David, Vice Pres.
Gtr. Ft. Wayne Chamber of Commerce
826 Ewing Street
Ft. Wayne, 46802
219/424-1435

Hammond
Bowles, Ed, Dir. Econ. Dev.
Northern IN Public Svc. Co.
5265 Hohman Ave.
Hammond, 46320
219/853-5237

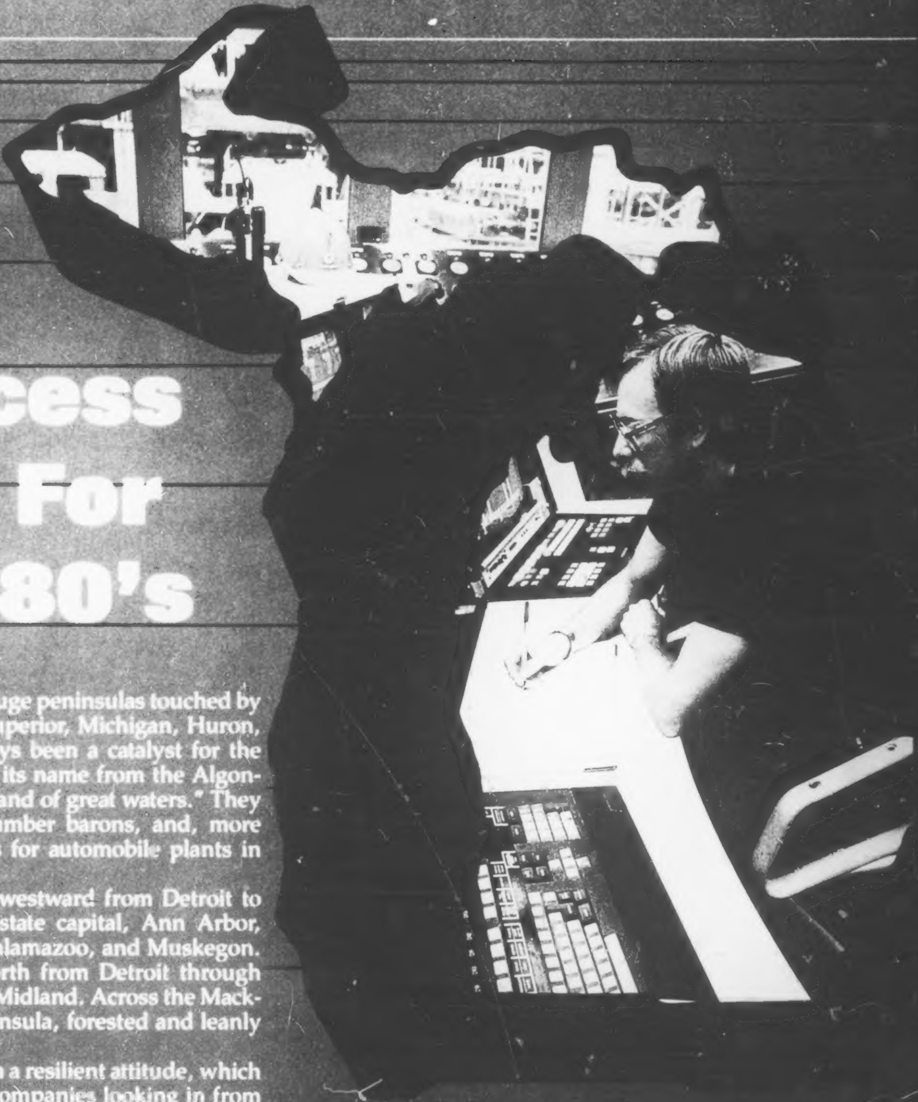
Indianapolis
Chamberlin, Sandy, Mktg. Svc. Rep.
Citizens Gas & Coke Util. Co.
2020 North Meridian Street
Indianapolis, 46202
317/927-4445

Hilton, Steve, Econ. Dev. Mgr.
Wabash Valley Power Assoc.
P.O. Box 24700
Indianapolis, 46224

Richmond
Kinnett, Jim, Exec. Dir.
Richmond Econ. Growth & Dev.
50 North Fifth Street
Richmond, 47374
317/983-7234

South Bend
Tarr, Tom, Ind. Developer
Proj. Future Econ. Dev. South Bend/Mishawaka
401 East Colfax Ave.
South bend, 46634-1677
219/234-6590

MICHIGAN



A Success Story For The 1980's

Michigan extends over two huge peninsulas touched by four of the five Great Lakes: Superior, Michigan, Huron, and Erie. The lakes have always been a catalyst for the state's commerce. They gave it its name from the Algonquin word "Michigamea," or "land of great waters." They brought furtraders, miners, lumber barons, and, more recently, iron ore on lakeboats for automobile plants in Detroit.

A corridor of cities extends westward from Detroit to Lake Michigan: Lansing, the state capital, Ann Arbor, Battle Creek, Grand Rapids, Kalamazoo, and Muskegon. A shorter corridor extends north from Detroit through Flint to Saginaw, Bay City, and Midland. Across the Mackinac Bridge lies the Upper Peninsula, forested and leanly settled.

Michigan is a tough state with a resilient attitude, which may itself be an attraction for companies looking in from the outside. "The record of the past five years makes it clear that Michigan can overcome great obstacles," said Governor James J. Blanchard in his preface to the Governor's Cabinet Council on Jobs and Economic Development in 1987. "Five years ago," the Governor continues, "the nation wrote us off as a 'Rust Belt' economy. But a combination of private-sector and government activities showed everyone there was life in Michigan's economy. Today, our economy is more diverse and modern, and we have more people working than at any time in our history." True enough, but the Governor's point is sharpened by a brief recall of what the state suffered.

A look back. The fact that Michigan became a center of the auto industry after the turn of the century was almost accidental. Detroit was much smaller than Cleveland or Chicago in 1900, but its bankers were more willing to take risks than those in Cleveland. As a result, a number of auto pioneers made Detroit their base. Henry Ford was the most successful of them. The auto industry drew immigrants, paid them well but treated them callously, and then had to deal with the unions that sprang up from the workers' discontent. By the 1970s, auto wages reached an all-time high, second only to the earnings of steelworkers. As late as 1979, the state had income levels at least 10% above the national average, the highest blue-collar wages, and the most widespread ownership of second homes and pleasure boats.

Under the prosperous veneer, there was a problem that few people thought about until it was too late: the state had become too dependent on the auto industry. In 1979, the Iranian revolution led to an escalation of oil prices, creating a drop in demand for big cars and emptying dealer showrooms around the country of prospective buyers. Hundreds of thousands of auto workers were laid off in Michigan.

The state's unemployment in 1982 approached 20% — one in every five workers. Ford suffered financial reverses that would not end until its introduction of the Ford Taurus and Mercury Sable. Chrysler nearly went into bankruptcy.

General Motors lost money for the first time in years. Some in Michigan blamed the collapse on a few bad months, unfair Japanese competition, and the Ayatollah Khomeini. The truth was that Americans had suspended their long romance with the auto.

Most of Michigan suffered in these years, especially metropolitan Detroit, Flint—a GM 'company town' par excellence, Lansing, and Saginaw. Worse yet, the state's income dropped back to approximately the national average.

When Governor Blanchard took office in 1983, he cut $225 million in education and social services. The loss of these benefits was more than temporary. State employees received pay cuts deeper than those given to auto industry workers. Large state universities at Ann Arbor, East Lansing, and other sites were hit hard: entire departments had to be chopped, and tenured professors lost jobs. Yet the academic partnership with the statehouse held up.

The immediate constructive result of this trauma was that the state government knew the suffering firsthand. Lansing had been headquarters for Oldsmobile, and legislators had sympathy for neighbors laid off in the shadow of the state capitol. Governor Blanchard and his cabinet, helped by economists and industrialists, planned a turn-around that has largely occurred. The state's current success in diversification has come from a resolve not to take bad luck lying down.

Consider these accomplishments on the road back:

- More than half a million jobs have been added since 1982.
- The state has become a national pacesetter in attracting manufacturing investment; in 1987 it led all other states—for the third time in four years—with $3.6 billion invested in new plants.
- Michigan's travel industry enjoyed $15 billion in tourism-related spending in 1987.
- The state is one of seven finalists for the $4.5-billion Superconducting Super Collider project, reflecting new high-tech gains.
- Michigan's employment in 1987 grew 38% faster than the nation's.
- The National Science Foundation, searching for the best home for its new high-speed communications network linking university and industry scientists, chose Michigan.
- *U.S. News and World Report* said recently that Governor Blanchard's resuscitative economic strategy earned him a ranking as one of the nation's six best state executives.

Across the state, courthouse towns that look like museum pieces, with early Victorian homes and old-fashioned, compact downtown areas, are far from economically somnolent. Small businesses have started up and are thriving, often becoming significant employers in their areas. Even Detroit, at the other end of the scale, finished 1987 with a $112.4-million surplus, due in part to an improving business climate. It is an encouraging fact that such communities at opposite ends of an economic spectrum can profit as far as circumstances permit.

Michigan is home to Mazda's first American manufacturing facility.

Areas of success

Oakland County. The state's turnaround is particularly obvious in Oakland County, the center of Michigan's "Automation Alley." Ford, Chrysler's new Technology Center, General Motor's new Saturn plant, Volkswagen of America, and American Motors are all situated there. All are keyed toward robotics and automated manufacturing systems.

A plethora of high-tech firms have located down "Automation Alley," notably Active Magnets, Robert Bosch Inc., Copperweld Robots, GMF Robotics, Magnetool, The Machine Vision Company, Robotics Peripherals, and Numa-Logic. Many are tied closely to the University of Michigan, Michigan State University, Wayne State University, and Oakland University, in both the development of new technologies and their transfer from the laboratory to industrial applications in Oakland County. In this corner of the state, the 21st century has arrived.

Oakland County's Economic Development Division helps companies new to the area with industrial-building and site searches, financial assistance through small-business loans of up to $2 million, job training programs, and assistance in procuring contracts from the state and federal governments.

There are 2,376 manufacturing plants in Oakland County; 1,068 of them have 20 or more employees, exceeding the combined total of Nevada and Nebraska.

Ann Arbor. In nearby Ann Arbor, advanced computer research is done at the Center for Machine Intelligence. Here, also, is the Industrial Technology Institute (ITI), which develops and deploys computer-enabled manufacturing technologies. ITI has created a pipeline to accelerate the transfer of solutions to manufacturers. It comprises the Advanced Manufacturing Center, which prototypes hardware and software systems; the Network Evaluation and Test Center (NETC); the Advanced Manufacturing Technologies Laboratory; and the Information Transfer Center (ITC), specializing in information retrieval and transfer.

Grand Rapids. Grand Rapids, home town of former President Gerald Ford, wastes little time in its brochures to get to the point. Up front, it cites the availability of Industrial Development Revenue Bonds to finance the purchase of fixed assets, tax abatements up to 50% of local property taxes for 12 years, a property tax of 50 mills ($50 per $1,000 of assessed value), and a value-added single-business tax of 2.35%, particularly attractive to capital-intensive firms. There is an openness about these options that makes relocation all the sweeter.

State-wide success. Michigan assigns an industry-specific state professional to work with each business expanding in, or moving into, Michigan. Contact is maintained long after the new facility is open and operating. There are also additional services from the Michigan Business

Ann Arbor lures Philips Display Components Co.

Priorities differ for each organization contemplating a move. When the Philips Display Components Company decided recently to move its headquarters and engineering staff from Seneca Falls, N.Y., to Ann Arbor, Mich., its management looked beyond the immediate "welcome wagon" package of tax and business incentives offered by Michigan.

One ranking concern of the Philips command team had been to find an area with other high-tech companies and with a professional and cultural climate that would entice top talent to relocate. "We were mindful, too, that our major plant in Ottawa, Ohio, is only two hours from Ann Arbor," says Dr. I.M. Wilson, president of Philips Display Components. "Also, the proximity of the Greater Detroit Airport supports our need for frequent domestic and world-wide travel."

The company is leasing a 78,000-sq.-ft. building on Huron Parkway in Ann Arbor. It will employ 200 people when the move is accomplished during the first half of 1989. Some workers will transfer from Seneca Falls. To gather the rest of the staff, "the excellent quality of life in Ann Arbor will enhance our nationwide recruiting efforts," says Dr. Wilson. "We'll be able to convince the high-calibre talent that we'll need in the future to move there."

Philips Display Components has an option to build a new plant, "which Washtenaw County has the capacity to support," according to Dr. Wilson. "In fact, both the county and Ann Arbor have a strong technological base upon which we can draw, provided by the University of Michigan and other educational institutions in the area, as well as numerous private and federal laboratories."

In the long view, Dr. Wilson concludes, "Michigan has a progressive political and economic environment that encouraged us to make an abiding commitment."

Philips Display Components Company is a division of North American Philips Corporation, a wholly owned subsidiary of N.V. Philips of Eindhoven, in the Netherlands. N.V. Philips' worldwide sales in 1987 were $29.7 billion. Their major business areas comprise lighting products, consumer electronics (including compact discs for music and data storage), information processing, and communications and component technology.

Ombudsman, a special office set up to help companies coordinate permits, licenses, and regulatory requirements. This is a particularly helpful service in cutting through red tape. The Ombudsman also conducts problem-solving mediation between government agencies and businesses, removing regulatory barriers when possible.

Terry Brady, president of Bradhart Products, Inc., in Howell, says, "What has impressed me about Michigan is the simplicity and the business-like commonality in all of its programs. No bureaucratic bumbling. Just straight and fast answers, prompt decisions, and most important of all, a lack of condescending, pompous attitudes on the part of the people I have contacted."

In addition to the rejuvenated auto industry and the high-tech plants along "Automation Alley," Michigan has become a leading producer of office furniture. The state's 32 office-furniture manufacturers account for 35% of total U.S. sales and approximately 20% of the international market. Leading companies in this field include Steelcase, Herman Miller, and Haworth. Wood products from the vast forests of northern Michigan provide a nearly unlimited resource base for wood-products manufacturers and paper producers. Forest-product companies, such as Mead, Champion, Weyerhaeuser, and Louisiana-Pacific, have invested more than $1 billion in the state since 1981. In a third lucrative field, more than 700 food processors, including Heinz, Ore-Ida, Thorn Apple Valley, and Chef Pierre, draw from a variety of 29 crops.

1987. Layoffs have continued in the auto industry. But Michigan's new diversification ensures that its economic eggs will never again be in one basket. Companies contemplating coming into the state should consider the following successes in 1987 alone:

- Grand Rapids acquired a new research and technology center to assist manufacturers in the western part of the state in modernizing their technologies.
- The ITI and the University of Michigan's state-of-the-art Solid State Electronics Laboratory opened in Ann Arbor.
- The Mazda Motor Corp. unveiled its first American manufacturing facility in Flat Rock.
- Modern Engineering, the nation's largest design and engineering firm with 2,200 employees, opened its new headquarters in Warren.
- The state helped the Thomas Ball Screw Co., which makes precision parts for the aircraft industry and employs 240 workers, relocate and expand in Saginaw.
- V-Tech, based in California, started to build a 48,000-sq.-ft. facility to manufacture medical products at a new industrial park in Dexter.
- The state helped the Great Lakes Steel Division of the National Steel Corp. in Detroit to sustain a $500-million reinvestment program protecting the jobs of 5,500 workers in Michigan.
- The state assisted McLouth Steel Products Corp. in Trenton restructure its debt and organize an employee buyout, saving 2,000 jobs.
- On the Upper Peninsula, Champion International invested $350 million in a paper-making machine at its pulp mill in Quinnessee.

Fr. William T. Cunningham, executive director of Focus: HOPE, has said that "the future of Michigan's economy depends upon diversity in durable goods production, and in the capability to make rapid changes in flexible machining and manufacturing processes. To achieve this, thousands of new workers must be prepared to enter the labor force with high levels of academic and technical skills. We do not have a moment to waste." This is a plausible challenge for a state that has made a certain turn from disaster to prosperity.

How did this happen? Lee Iacocca, Chrysler's chairman, said it best. "Knocking our heads together didn't make sense. Putting them together did." ☐

MICHIGAN

ANN ARBOR MSA

MSA Population: 270,200
County: Washtenaw
City over 25,000: Ann Arbor (pop. 106,000)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Ann Arbor - 1, 5, 11

Major Roads:
Interstate - 94
U.S. Highways - 12, 23
State Highways - 14, 17

Airports:
Ann Arbor - Detroit Metro., 25 mi. N.W. of city; Detroit City, 50 mi. N.W. of city

UTILITIES

Electric:
Matthew Pienick, Econ. Dev. Dir.
Detroit Edison
2000 Second Avenue
Detroit, MI 48226
(313) 237-8883

Gas:
Michigan Consolidated Gas Co.
500 Griswold
Detroit, MI 48226

HIGHER EDUCATION

Concordia College, Ann Arbor
Eastern Michigan Univ., Ypsilanti
University of Michigan, Ann Arbor

STATE PARKS

Pickney State Recreation Area
Waterloo State Recreation Area

BATTLE CREEK MSA

MSA Population: 137,400
County: Calhoun
City over 25,000: Battle Creek (pop. 54,200)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Battle Creek - 2, 5, 8

Major Roads:
Interstates - 69, 94
State Highways - 37, 89, 96

Airports:
Battle Creek - Detroit Metro. 90 mi. N.W. of city; Detroit City, 110 mi. S.W. of city

UTILITIES

Electric:
Richard R. Surbrook, Econ. Dev. Dir.
Consumers Power Co.
212 W. Michigan Avenue
Jackson, MI 49201
(517) 788-0345

Gas:
Battle Creek Gas Co.
23 E. Michigan Mall
Battle Creek, MI 49016

HIGHER EDUCATION

Albion College, Albion

BENTON HARBOR MSA

MSA Population: 165,700
County: Berrien
City over 25,000: None (Benton Harbor pop. is 14,500)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
New Buffalo - 6

Major Roads:
Interstates - 94, 196
U.S. Highways - 12, 31, 33
State Highway - 140

Airport:
Benton Harbor - Ross Field, 2 mi. N.E. of city

UTILITIES

Electric & Gas:
Consumers Power Co. (see Battle Creek MSA)

HIGHER EDUCATION

Andrews University

STATE PARK

Warren Dunes State Park

DETROIT MSA

MSA Population: 4,358,700
Counties: Lapeer, Livingston, Macomb, Monroe, Oakland, St. Clair, Wayne
Cities over 25,000: Allen Park (pop. 34,200), Dearborn (pop. 86,700), Dearborn Heights (pop. 62,700), Detroit (pop. 1,078,900), East Detroit (pop. 38,300), Farmington Hills (pop. 64,700), Ferndale (pop. 26,200), Garden City (pop. 35,600), Highland Park (pop. 27,900), Inkster (pop. 35,200), Lincoln Park (pop. 43,200), Livonia (pop. 100,100), Madison Heights (pop. 35,400), Oak Park (pop. 31,500), Pontiac (pop. 71,500), Redford Township (48,200), Rochester Hills (40,800), Roseville (pop. 52,900), Royal Oak (pop. 67,400), St. Clair Shores (pop. 72,800), Southfield (pop. 74,300), Southgate (pop. 32,100), Sterling Heights (pop. 112,000), Taylor (pop. 72,900), Troy (pop. 68,500), Warren (pop. 154,600), Westland (pop. 80,900), Wyandotte (34,000)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Detroit - 2, 3, 5, 6, 7, 8, 9, 10
Pontiac - 2, 8
Port Huron - 2, 6, 8
Richmond - 2, 8

Major Roads:
Interstates - 75 (Detroit Toledo Freeway), 94 (Detroit Indiana Freeway), 96 (Jeffries Freeway), 275
U.S. Highways - 10, 12, 24
State Highways - 1, 3, 39 (Southfield Freeway), 53, 85, 102, 153

Airports (Metro = Detroit Metro Wayne County Airport; City = Detroit City Airport):
Allen Park - Metro, 8 mi. W. of city; City, 16 mi. N. of city
Dearborn - Metro, 10 mi. S.W. of city; City, 14 mi. N.E. of city
Dearborn Heights - Metro, 12 mi. S.W. of city; City, 20 mi. N.E. of city
Detroit - City, 5 mi. N.E. of city; Metro, 20 mi. S.W. of city
East Detroit - City, 8 mi. S.W.; Metro, 35 mi. S.W. of city
Farmington Hills - Metro, 20 mi. S. of city; City, 26 mi. S.E. of city
Ferndale - City, 10 mi. S.E. of city; Metro, 31 mi. S.W. of city
Garden City - Metro, 10 mi. S. of city; City, 21 mi. N.E. of city
Highland Park - City, 6 mi. E. of city; Metro, 25 mi. S.W. of city
Inkster - Metro, 6 mi. S. of city; City, 28 mi. N.E. of city
Lincoln Park - Metro, 10 mi. W. of city; City, 18 mi. N.E. of city
Livonia - Metro, 16 mi. S. of city; City, 20 mi. E. of city
Oak Park - City, 12 mi. S.E. of city; Metro, 24 mi. S.W. of city
Madison Heights - City, 10 mi. S.E. of city; Metro, 32 mi. S.W. of city
Pontiac - City, 28 mi. S.E. of city; Metro, 34 mi. S.W. of city
Redford Township - Metro, 13 mi. S.W. of city; City, 18 mi. E. of city
Rochester Hills - City, 20 mi. S.E. of city; Metro, 42 mi. S.W. of city

Roseville - City, 12 mi. S.W. of city; Metro, 34 mi. S.W. of city
Royal Oak - City, 16 mi. S.E. of city; Metro, 36 mi. S.W. of city
St. Clair Shores - City, 11 mi. S.W. of city; Metro, 36 mi. S.W. of city
Southfield - City, 16 mi. S.E. of city; Metro, 22 mi. S.W. of city
Southgate - Metro, 12 mi. W. of city; City, 22 mi. N.E. of city
Taylor - Metro, 6 mi. W. of city; City, 20 mi. N.E. of city
Troy - City, 17 mi. S.E. of city; Metro, 42 mi. S.W. of city
Warren - City, 10 mi, S. of city; Metro, 35 mi. S.W. of city
Westland - Metro, 12 mi. S. of city; City, 26 mi. N.E. of city
Wyandotte - Metro, 18 mi. N.W. of city; City, 20 mi. N.E. of city

UTILITIES

Electric:
Detroit Edison (see Ann Arbor MSA)

Detroit Public Lighting Dept.
9449 Grinnel Avenue
Detroit, MI 48213

Gas:
Michigan Consolidated Gas Co. (see Ann Arbor MSA)

HIGHER EDUCATION

Detroit:
- Detroit College of Law
- Marygrove College
- Mercy College
- Shaw College
- University of Detroit
- Wayne State University

Other:
- Cranbrook Academy of Arts & Sciences, Bloomfield Heights
- Dearborn Univ. of Michigan, Dearborn
- Detroit College of Bus., Dearborn
- Duns Scotus College, Southfield
- Lawrence Inst. of Tech., Southfield
- Madonna College, Livonia
- Michigan Christian College, Rochester Hills
- Oakland University, Rochester Hills
- St. Marys College, Keego Harbor
- Schoolcraft College, Livonia
- William Tyndale College, Farmington Hills

STATE PARKS

Lapeer County:
- Metamora-Hadley State Rec. Area

Livingston County:
- Brighton State Rec. Area
- Island Lake State Rec. Area

Macomb County:
- Dodge Bros. State Park No. 8
- Rochester-Utica State Rec. Area

Monroe County:
- Sterling State Park

Oakland County:
- Bald Mountain State Rec. Area
- Dodge Bros. State Park No. 4
- Highland State Rec. Area
- Holly State Rec. Area
- Ortonville State Rec. Area
- Pontiac Lake State Rec. Area
- Proud Lake State Rec. Area
- Seven Lakes State Park

St. Clair County:
- Algonac State Park
- Lakeport State Park

Wayne County:
- Maybury State Park

FLINT MSA

MSA Population: 441,000
County: Genessee
City over 25,000: Flint (pop. 150,700)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Flint - 2, 6, 8

Major Roads:
Interstates - 69, 75, 475
U.S. Highways - 10, 23
State Highways - 21, 54

Airports:
Flint - Bishop Int'l, 5 mi. S.W. of city

UTILITIES

Electric & Gas:
Consumers Power Co. (see Battle Creek MSA)

HIGHER EDUCATION

- GMI Engineering & Mgt. Institute
- University of Michigan, Flint

GRAND RAPIDS MSA

MSA Population: 643,500
Counties: Kent, Ottawa
Cities over 25,000: Grand Rapids (pop. 188,700), Holland (pop. 29,500), Wyoming (pop. 62,800)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Grand Rapids - 2, 4, 5, 6
Holland - 6
Wyoming - 5, 6

Major Roads:
Interstates - 96, 196
U.S. Highways - 31, 131
State Highways - 11, 21, 37, 44

Airports:
Grand Rapids - Kent Co. Int'l, 7 mi. S.E. of city
Holland - Kent Co. Int'l, 37 mi. N.E. of city
Wyoming - Kent Co. Int'l, 10 mi. S.E. of city

UTILITIES

Electric:
Consumers Power Co. (see Battle Creek MSA)

Gas:
Michigan Consolidated Gas (see Ann Arbor MSA)

HIGHER EDUCATION

Grand Rapids:
- Aquinas College
- Calvin College
- Calvin Theological Seminary
- Grand Rapids Baptist College & Seminary

Other:
- Grand Valley State College, Allendale
- Hope College, Holland

STATE PARKS

- Grand Haven State Park
- Holland State Park
- P.J. Hotimaster State Park

JACKSON MSA

MSA Population: 147,500
County: Jackson
City over 25,000: Jackson (pop. 38,300)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Jackson - 5

Major Roads:
Interstate - 94
U.S. Highway - 127
State Highway - 60

Airport:
Jackson - Reynolds Muni., 4 mi. W. of city

UTILITIES

Electric & Gas:
Consumers Power Co. (see Battle Creek MSA)

HIGHER EDUCATION

Spring Arbor College, Spring Arbor

STATE PARK

Walter J. Hayes State Park

KALAMAZOO MSA

MSA Population: 217,800
County: Kalamazoo
City over 25,000: Kalamazoo (pop. 77,700)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Kalamazoo - 5, 8
Schoolcraft - 5, 8

Major Roads:
Interstate - 94
U.S. Highway - 131
State Highway - 96

Airport:
Kalamazoo - Kalamazoo Muni., 4 mi. S.E. of city

UTILITIES

Electric & Gas:
Consumers Power Co. (see Battle Creek MSA)

MICHIGAN

HIGHER EDUCATION

Kalamazoo College
Nazareth College
Western Michigan University

STATE PARK

Fort Custer State Rec. Area

LANSING-EAST LANSING MSA

MSA Population: 429,000
Counties: Clinton, Eaton, Ingham
Cities over 25,000: East Lansing (pop. 47,300), Lansing (pop. 130,700)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
East Lansing - 6, 8
Lansing - 2, 5, 6, 8

Major Roads:
Interstates - 69, 96, 469
U.S. Highways - 27, 127
State Highways - 21, 43

Airports:
East Lansing - Capitol City, 6 mi. N.W. of city
Lansing - Capitol City, 4 mi. N.W. of city

UTILITES

Electric:
Lansing Board of Water & Light
123 W. Ottawa St., Box 13007
Lansing, MI 48901

Gas:
Consumers Power Co. (see Battle Creek MSA)

HIGHER EDUCATION

Cooley Law School, Lansing
Michigan State Univ., East Lansing
Olivet College, Olivet

STATE PARK

Sleepy Hollow State Park

MUSKEGON MSA

MSA Population: 157,200
County: Muskegon
City over 25,000: Muskegon (pop. 39,900)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Muskegon - 2, 4, 6
Muskegon Heights - 4, 6, 8

Major Roads:
Interstate - 96
U.S. Highway - 31
State Highway - 46

Airport:
Muskegon - Muskegon County, 8.5 mi. S. of city

UTILITIES

Electric:
Consumers Power Co. (see Battle Creek MSA)

Gas:
Michigan Consolidated Gas (see Ann Arbor MSA)

STATE PARK

Muskegon State Park

SAGINAW-BAY CITY-MIDLAND MSA

MSA Population: 409,400
Counties: Bay, Midland, Saginaw
Cities over 25,000: Bay City (pop. 39,000), Midland (pop. 37,600), Saginaw (pop. 73,800)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Bay City - 2, 4, 6, 8
Midland - 4, 6
Munger - 11
Saginaw - 2, 4, 6
Swan Creek - 11

Major Roads:
Interstate - 75
U.S. Highways - 10, 23
State Highways - 25, 46, 58, 81, 84

Airports:
Bay City - Tri City, 13 mi. S.W. of city
Midland - Tri City, 11 mi. S.E. of city
Saginaw - Tri City, 10 mi. N.W. of city

UTILITIES

Bay City Electric:
Bay City Electric Light & Power
900 Water Street
Bay City, MI 48708

Electric & Gas:
Consumers Power Co. (see Battle Creek MSA)

HIGHER EDUCATION

Norwood Institute, Midland
Saginaw Valley State College, Saginaw

STATE PARK

Bay City Park

RAILROAD INDEX

1. Ann Arbor Railroad System
M. J. Baron, CEO
121 S. Walnut
Howell, MI 48843
(517) 548-3930

2. Canadian National Railways
J. D. Weldon, Reg. Mktg. Mgr.
Malport Sales Office
277 Front Street West
Toronto, Ont. M5V 2X7
(416) 673-5214

3. CP Rail
B. D. Purdy, District Mgr.
28803 Eight Mile Road
Livonia, MI 48152
(800) 233-6633

4. Central Michigan Railway Co.
J. George, Dir. of Mktg.
4901 Towne Center Rd.
Saginaw, MI 48604
(517) 792-4811

5. Consolidated Rail Corp.
Lewis L. Hoy, Area Mgr. Econ. Dev.
17301 Michigan Avenue
Dearborn, MI 48126
(313) 323-5645

6. CSX Transportation Inc.
A. J. Bogdon, Ind. Dev. Mgr.
P. O. Box 3316
Livonia, MI 48150
(313) 464-5700

7. Delray Connecting Railroad Co.
C. A. O'Brien, Pres.
Zug Island Road
P.O. Box 32538
Detroit, MI 48232
(313) 841-2851

8. Grand Trunk Western Railroad Co.
C. J. Tucker, Ind. Dev. Mgr.
1333 Brewery Park Blvd.
Detroit, MI 48207-2699
(313) 237-4308

9. Norfolk & Western (subsidiary of Norfolk Southern Corp., see below)

10. Norfolk Southern Corp.
J. L. Pinson, Dir.
125 Spring Street, S.W.
Atlanta, GA 30303
(404) 529-1591

11. Tuscola & Saginaw Bay Rwy. Co.
R. I. Warrick, Mktg. Mgr.
538 East Huron Street
Vassar, MI 48768
(517) 823-8331

DEVELOPMENT COUNSELORS

State Development Agency

Mason, Jeff, Director of Mktg.
Manufacturing Dev. Group
Michigan Dept. of Commerce
P.O. Box 30225
Lansing, 48909
517/373-3532

Areas & Others

Jackson
Russell, John, Sr. Consultant
Surbrook, Richard, Advt./Comm. Svc. Dir.
Consumers Power Company
212 W. Michigan Ave.
Jackson, 49201
517/788-0345

The United State Of Ohio

by Michael Hartnett

Historically known as the jumping off point for America's westward-bound pioneers, modern Ohio is positioned as a gateway to the world. Its harbors, highways, and airports have opened up new vistas of opportunities all across North America and have made the state's natural resources and manufactured goods a part of the global economy. Ohio generates more than $16 billion in exports annually, and its central location puts the state within 500 miles of 60% of the total U.S. population and 42% of all Canadian households.

This central location, along with the state's pro-business atmosphere, abundance of skilled workers, and choice industrial and commercial sites, are among the reasons why Fortune 500 companies like Proctor & Gamble, BP American, Goodyear Tire & Rubber, TRW, and NCR are based here. The list of who's who in business continues with Rockwell International's Highway Brake and Trailer Axle Division, Curtis Steel and Supply Co., Packard Electric, Harcourt Brace Jovanovich, Inc., American Electric Power, the J.M. Smucker Company, and the Huffy Corporation. In all, 38 Fortune 500 companies are headquartered in Ohio and 37 more Fortune 1000 companies are here.

The Celeste administration. Gov. Richard F. Celeste is credited with leading the state from the dark days of recession back to prosperity, beginning in 1983 when his administration took office. David J. Baker, director of Ohio's Department of Development, explains: "When the new administration came into office, Ohio had deep unemployment. We were 48th in new job creation (among the 50 states); now we are fourth. Ohio has had a larger resurgence than any of the other Midwestern states. I think you can give this partnership program between government and the private sector some of the credit.

"There are more people working in Ohio now than anytime in history. About 700,000 people have gone back to work since the recession. The jobs have changed. We didn't rebuild heavy steel—we lost 70,000 jobs in Youngstown alone, almost overnight—but there are more people working. On the whole, our state has lower unemployment than the national average," says Baker.

"Our Gross State Product, at $171 billion, is larger than anytime in our history, even when adjusted for inflation. Ten percent of that is in exports and 34% of those exports are in manufacturing, the same as it was 10 years ago. We have had no erosion of our manufacturing economy," he adds. The state also has a growing and vibrant service economy, which has grown 33% over the past eight years. "We are also generating more small-business startups per year than at any time in our history. Roughly 25,000 per year," says Baker.

A hallmark of the Celeste administration has been the drive toward decentralized decision-making on economic development. By pushing for legislation that allows counties, cities, and towns to play leading roles in their own industrial development, the present administration has made it possible for companies to get answers and cooper-

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7. Community Profiles
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9. For More Information
Please call or write to Art Davis
The East Ohio Gas Company
P.O. Box 5759
Cleveland, Ohio 44101

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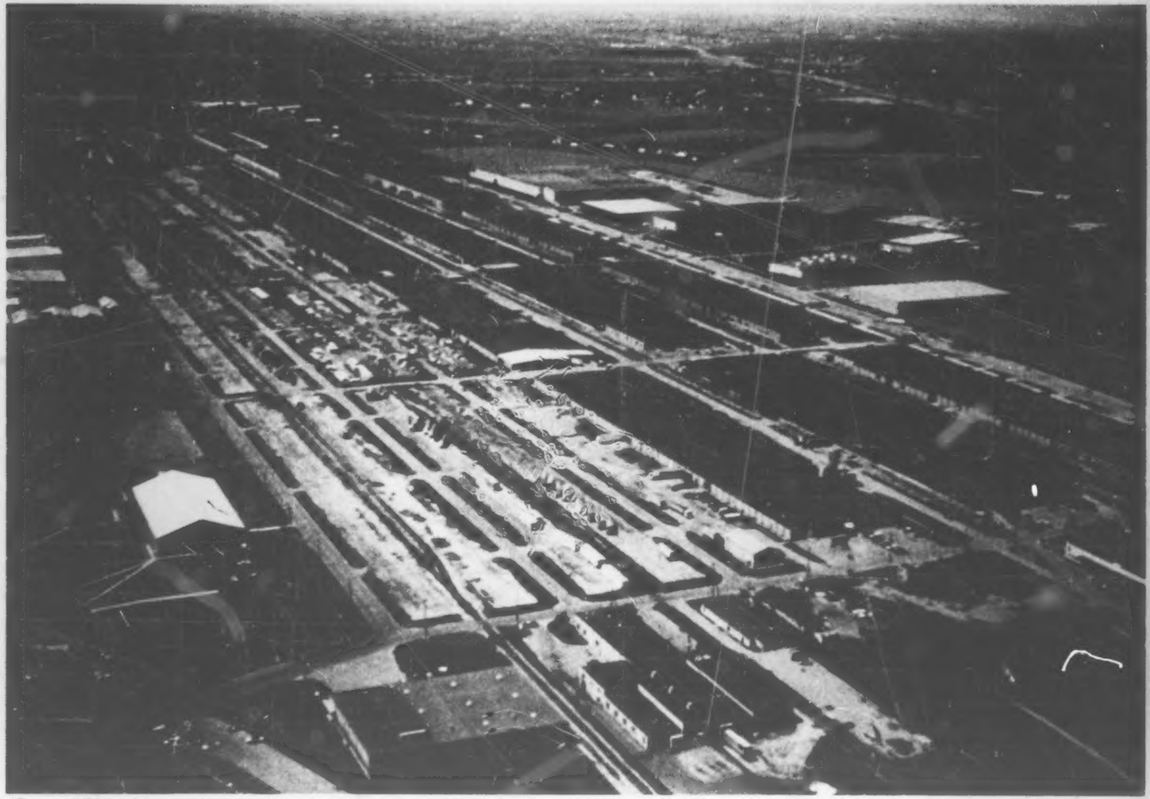

One of Toledo's 24 industrial parks.

ation from local decision makers without having to contend with a labyrinth of state offices.

One of the key tools has been creation of enterprise zones all across the state, which allow local communities to offer a range of attractive incentives to new industry. At the discretion of the community, new businesses—and sometimes existing businesses—may be eligible for abatement of up to 100% of their property taxes on capital projects for up to 15 years. Other programs are designed to minimize costs for infrastructure improvements. A similar program exists to abate taxes on machinery and inventory.

Clearly, these abatement programs can serve as attractive incentives to businesses comparing the relative advantages of relocating to one of several states. However, government at all levels is sensitive to the impact excessive abatement can have on the quality of local education. The Celeste administration has put the power to abate property taxes in the hands of those officials more accountable to local communities, the county, and city and town officials.

Investing for tomorrow

Underscoring the importance of tomorrow's technologies to the state's continued economic growth and diversification is the Thomas Edison Program. Founded in 1983 as the centerpiece of the state's drive toward higher technology, the program is a partnership of industry and higher education involving every major university in the state and more than 550 companies.

Its three major components are seed capital grants to support applied research; technology incubators, which bring the resources of academic institutions and corporations to new companies to assist in their startup; and, finally, a research consortia consisting of nine technology centers working to expand the state's strengths in polymer engineering, advanced manufacturing, welding biotechnology, and information systems.

The program is helping major corporations in Ohio to keep pace and, in some instances, set the pace in manufacturing, computer, and biological technologies, while extending a helping hand to entrepreneurs and inventors who lack the resources on their own to develop promising new ideas.

Utilities. Supporting this drive toward more high-tech industry is a ready supply of natural resources and affordable power from several major suppliers. At The Ohio Power Company, Jim C. Gahris, the recently retired economic development manager, says the utility's service area includes 53 of the state's 88 counties. Its customer base is dominated by rural communities in the 35,000- to 50,000-people range, but it includes major customers like Wheeling Pittsburgh Steel, Timken Steel, Owens Corning, and an Ohio refinery.

The company has a long-standing policy of building its plants close to the coal reserves available in the state. That means coal can be transported directly from mines by conveyor belt to the plant. Efficiencies like this allow the company to offer an industrial rate of four cents per kilowatt hour.

"Ohio is unique because of its very strong partnership between the state, business community, and utilities," says Gahris. "The Ohio Economic Development Council, which is made up of rail, gas, and electric companies and the state's banking association, works very closely with the Ohio Department of Development. We work as a team." That cooperative effort has produced results. During the past several years, Gahris says 121 companies have expanded with new facilities and 60 new industries have moved into the utility's service area, most from outside the state.

Besides ready access to a skilled work force and a network of rail and interstate highways, the utility's customers may qualify for a further reduction in rates. A three-year program extends additional savings averaging 10% for the period. Savings in the first year are 20%, 10% in the second, and 5% in the third and final year.

At The Cincinnati Gas & Electric Co., Win Johnson, area development representative, says, "In residential power we are the lowest-cost utility in the region. And from 1983 to 1986 we were ranked in the top 10 of all utilities in the country for efficiency in generating electricity. Last year we were ranked 12th."

With 545,200 customers in a market area of 1.5-million people in the southwestern corner of the state, the utility's customers include Proctor & Gamble, the Kroger Company, Armco, Federated Department Stores, the U.S. Shoe Co., and Gibson Greeting Cards.

Jerry Keller, also an area development representative for Cincinnati Gas & Electric, says the utility is able to offer an attractive package of reduced rates covering a five-year period for qualified customers. The criteria require that companies make efficient use of power, create additional jobs, and use a minimum of 1,000 kilowatts. Savings start at 19% in the first year and continue on a sliding scale of 4% in the fifth and final year of the program. And like other utilities, the company also provides transportation services for gas customers who elect to go into the open market and buy gas at a spot rate. Gas is a good buy now, says Keller, because supply is exceeding demand.

Regional trends

Harbors, convenient rail points, thousands of miles of modern highways, an abundance of natural resources, and the presence of a specialized work force have created historic patterns of industrial concentrations in certain parts of Ohio. However, economic development efforts at all levels throughout the state continue to stress diversification.

Cincinnati. One of the most active programs is in Cincinnati. Jim Wuenker, senior vice-president of economic development for the Greater Cincinnati Chamber of Commerce, says, "Because of the intense competition in this business, we are concentrating our resources where we think we have the best chance of success." Despite having a longstanding economic base in manufacturing, the city and surrounding counties are matching up existing resources with new opportunities.

"We think the resources of this community support doing that in medical, surgical products, and pharmaceuticals. We have a very strong medical complex in the community, and we have had some recent success in that area," says Wuenker. "Another is the material handling industry—manufacturers

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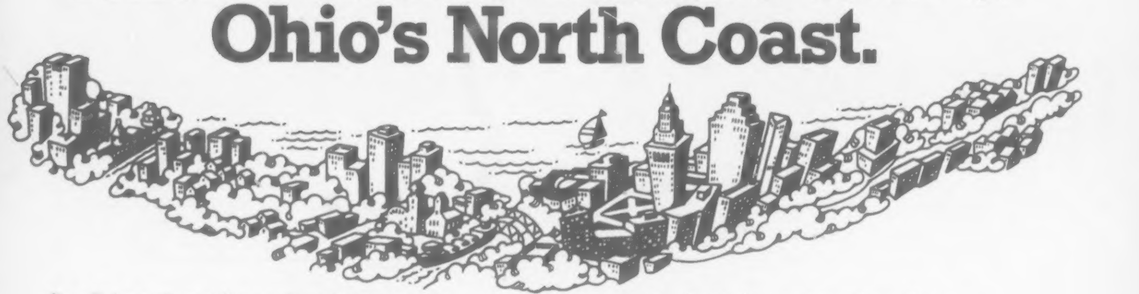

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of fork-lift trucks and conveyor belts. It is a good match for us because of our geographic proximity to major manufacturing centers, and we have the transportation resources and the work force. Our location also makes us a good choice for distribution operations. Another target industry of ours is the plastics industry, because they have to be close to their markets. And we are also focusing more aggressively on the office market. We have new office towers being built downtown as well as in the suburbs, and we are being much more aggressive in going after financial operations, data processing, and telemarketing services.

"As a chamber of commerce, we don't have any direct incentive programs to offer, but we work closely with the state and local jurisdictions to be sure they know what the competition is offering," says Wuenker. "We don't advertise incentive programs up front because we think it is more important that a company make a decision based on economic factors—the labor market, the transportation network, and all our other resources. If sweeteners are necessary, local communities have the option of offering tax abatements on real and personal property. They can help with low-interest financing in acquiring land and equipment, and they can assist with worker training programs. Our goal here at the chamber [illegible] to facilitate that process to make sure everyone knows what is available."

A main street in uptown St. Marys.

The numerous highways around the area give the region's residents easy access to home, office, and recreation, earning it the nickname of the "20-minute City." Wuenker says, "It usually takes about 20 minutes to get to work, 20 minutes to get to a football game or baseball game, and 20 minutes to get to the symphony."

With a wide variety of industrial and commercial sites available, costs per acre range all the way from $10,000 to $100,000, with the average being $30,000 to $40,000.

Charles Webb, director of marketing for Corporex, which develops and constructs commercial properties in the greater Cincinnati area, says the company has handled 45 "build-to-suit" projects in the past 10 years. "Twenty years ago there would be one building at a time going up, but today there are lots of different projects going on simultaneously. And suburban growth has more than kept pace. We have good quality, planned growth and the tenant leasing has kept pace. Many businesses are also expanding."

Projects by Corporex include Center Hill, a 45-acre business park with 80,000 sq. ft., and the Grand Baldwin, a 17-acre project with 275,000 sq. ft. of office space. Another project, Baldwin II, with another 200,000 sq. ft., will be started this year.

Butler County. North of Cincinnati, Butler County is an attractive suburban area. With more than 25 industrial parks already built in the county, Butler has a labor force of 128,000 working in manufacturing (31%), wholesale/retail (24%), service industries (18%), state and local government employees (14%), finance, insurance and real estate (6%), construction (4%), and transportation and public utilities (3%).

Dan Walsh, administrative assistant to the Economic Development Department of Butler County, says, "We have an excellent location, being between Dayton and Cincinnati, and we have a good transportation system with three different rail lines, three interstates, and airports in both Cincinnati and Dayton within a 60-minute drive. Tax abatement districts and urban enterprise zones within the county allow local officials to offer several attractive alternatives to new and expanding businesses, and, despite rapid development in some parts of Butler, industrial property is still available for $10,000 to $25,000 per acre."

Columbus. The city sits squarely in the middle of the state and is the state capital and a university city. "Columbus is the fastest-growing major city in the northeast quadrant of the U.S.," says Donald R. Kaszynski, a director of economic development for the Columbus Area Chamber of Commerce. "We've had a General Motors plant and a large Rockwell manufacturing facility here, but our background is more white collar—service, education, and research and development," he says. "During the past 10 years, with the location of the Honda plant right outside Columbus, we have really taken off in the manufacturing direction. Honda established its U.S. plant 10 years ago, and it has now grown to be the fourth-largest auto plant in the U.S. It employs about 5,500 workers, and it has helped attract about 30 other Japanese companies that are tied to automotive products and Honda."

In the last four years Columbus has been able to create 78,000 jobs, and the chamber of commerce, along with others in the public and private sector, has embarked on a new five-year plan to create another 80,000 jobs. To accomplish that goal, economic development efforts will continue to support the expansion of manufacturing but will also stress existing resources and other favorable conditions to attract companies in distribution, data processing, pharmaceuticals, and the manufacture of electrical equipment.

The area's broad network of highways and rail services and the availability of thousands of acres of former agricultural land makes greater Columbus attractive to distribution companies. For data processing specialists, the presence of heavy users like the 65 insurance compa-

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FOR INFORMATION WRITE OR CALL:

Ms. Frances Wehnes
Development Manager - City of St. Marys
101 East Spring St., St. Marys, Ohio 45885
(419) 394-3303 or (419) 394-4417
FAX: (419) 394-2452

A VHS Video Cassette Entitled "An Investment In Pride" is available upon request.

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nies already in place makes Columbus the third-largest center in the world for gathering technical information, behind only Washington and Moscow. With three major laboratories already in the area, Kaszynski believes Columbus has a great deal to offer pharmaceutical companies, both on the manufacturing side and in R&D. To encourage development of electrical equipment specialists, the Technical Alliance of Central Ohio (TACO) serves as an information clearinghouse for encouraging new businesses in this specialty. And the chamber of commerce has compiled a directory of local high-tech companies interested in joint venture arrangements with European companies.

Like other communities throughout Ohio, the greater Columbus area has a series of tax abatement programs to assist companies with capital programs, infrastructure projects, and machinery and inventory. The city and surrounding communities are able to offer tax incentives, low-cost loans, grants for sewers and road improvements, and worker-training programs available through the state's Job Training Partnership program.

St. Marys. The City of St. Marys, located northwest of Columbus, is a smaller community of just 8,400 people, but it has succeeded in attracting two new Japanese manufacturers expected to make a combined investment of $36 million. The two companies are Setex, Inc., which manufactures car seats for Honda of America, and AAP-St. Marys, which will manufacture aluminum cast wheels for both American and Japanese automakers.

At ground breaking ceremonies for Setex held last year, Takeshiro Shimizu, president of Setex's parent company, explained to local officials why St. Marys was chosen. "When your delegation visited our headquarters in Japan, your video tape of the city, translated into Japanese, sparked our interest. St. Marys had the best overall package for us, and the efforts and cooperation of city officials helped us make our decision to build our plant in St. Marys."

Frances Wehnes, the city's development manager, says the city will continue to present itself as an attractive alternative for plant locations by emphasizing its choice location, its highway and rail systems, and its own municipal power plant. In addition, the city has created a Jobs Enterprise Zone that helps qualify new companies for tax abatement on capital investments and inventory.

Mentor. In Mentor, Ohio, northeast of Cleveland, this city of 45,000 has created a 3,000-acre industrial zone that already includes eight industrial parks that form a corridor through the center of the city.

Elaine Lane, the city's economic development coordinator, says the city is positioning itself to attract three new types of industries in a bid to diversify its economic base: support companies for polymer specialists, electronics, and medical research. The community's location allows easy access to major interstates and rail services. And air transportation is readily available through Cleveland Hopkins Airport to the south. Fairport Harbor, on Lake Erie, is just minutes to the south. The city's work force is highly trained because of the influence of nearby Cleveland and the University of Akron. Surveys taken in Mentor show an abundance of qualified workers with good technical skills.

An important part of the community's growth strategy is a continued emphasis on keeping local industry in the city. To keep in touch with local companies, the city runs a series of informal, social gatherings and regularly honors local companies for the contributions they've made. Mentor has also compiled a directory of products and services available from local businesses to be sure business-to-business transactions are only conducted outside the city when a product or service is not available locally.

Toledo. Toledo, a city of 600,000, is in the state's northwest corner, on Lake Erie. It has an active economic development program that produced 5,000 new jobs during the last calendar year. Ed Schulte, director of economic development for the Toledo Area Chamber of Commerce, says, "Our basic interest is in manufacturing, and our greatest opportunities are in three areas: plastics manufacturing, automotive supply, and medical and dental manufacturing.

"We have a fairly heavy automotive supply and manufacturing base with Jeep's Eagle Division, General Motors, a Chrysler plant, a Ford plant, and some large automotive suppliers like the Champion Spark Plug Co.," says Schulte. He also notes the area's strong base in packaging that grew out of the glass container industry and the presence of the Plastic Technology Institute at the University of Toledo. Service and distribution companies are also an important part of the local economy.

In addition to being able to offer companies an array of tax abatement programs and other local assistance, Toledo has created a Common Bond Fund Program to assist companies with relatively small capital projects ranging from $750,000 to $10 million. The program offers qualified companies a package of industrial revenue bonds. This allows smaller companies without a bond rating to get the corporate rate and also get a tax-free bond, without the need to post a letter of credit. For projects that exceed $10 million, the same industrial revenue bonds are available, but would not be tax free.

Dennis J. Hellmann, executive director of Toledo's Committee of 100, says the Toledo area's traditional concentration in manufacturing has created an abundance of highly skilled workers in tool and die making and glass and ceramics. The city is ideally located for rapid access to markets because of its harbor, rail service by Norfolk & Southern, CSX, and Conrail, and both Toledo Airport and Detroit International Airport just 45 minutes away. The area has a reliable, affordable source of power from its coal-fired generating plants, backed up by a 2-and-½-year-old nuclear power plant.

The good life

All across Ohio, large and small communities are proud of the quality of life they offer newcomers. A medium-sized city like Toledo, for example, has big-city culture, with its own symphony, ballet, and opera. And the Toledo Museum of Ohio is one of the top 10 in the country, according to local officials. Most cities are able to offer their citizens a variety of cultural activities, along with recreational diversions in Lake Erie, the Ohio River, and scores of smaller rivers and lakes.

Cincinnati and Cleveland each have professional football and baseball teams, and Cleveland also has a National Basketball Association franchise. College and university teams all across the state have a strong following. With 7.1-million acres of forest, more than 9,000 campsites, 535 cabins, and numerous beaches, golf courses, and tennis courts, the great outdoors are readily accessible.

In education, the state is working to improve an already strong public school system by instituting competency testing. This emphasis on educational excellence has put Ohio students above the national average in PSAT and National Merit Scholarship tests. And the state's 136 colleges and universities allow ready access to higher education.

The state also offers genuine bargains in housing for those relocating from other high-priced markets around the country. Home sales average $70,000 to $80,000 in the state.

With its growing, vibrant economy, its easy access to national and global markets, its natural resources, and the strengths provided by a skilled work force, the state deserves its nickname, "The United State of Ohio." ☐

Huffy of Ohio

The Huffy Corporation, a $350-million company best known for its bicycles, has made Ohio its base of operations since the company was founded 65 years ago.

In the decades since then, Huffy has enjoyed major growth and has diversified its product lines. Through several acquisitions, corporate executives have had the opportunity to compare the relative merits of other cities and states and their overall business environment, yet Huffy is still headquartered in Dayton, and its million-sq.-ft. bicycle manufacturing plant is just north, in Celina, Ohio.

"We believe we have the world's largest bicycle factory in Celina," says Dick Molen, president and chief operating officer for the Huffy Corporation. "In the U.S. we have a commanding market share position that makes us, far and away, the largest individual brand sold. We sell in excess of 25% of the bicycles sold here in the U.S."

At one point, the company had bicycle manufacturing plants in California and Oklahoma, in addition to Ohio, but all three facilities have since been consolidated into one in Celina. "We did it for a number of reasons, the biggest being the work force—the availability of an enthusiastic and productive work force," Molen explains. "A second reason is the economic climate, which, in our opinion, is good here in Ohio, starting with the governor's office and working through all the offices that cooperate with businesses in Ohio. The third reason is that Ohio is a geographic center. It's within 500 miles of 60% of all U.S. households. Geographically, it's an excellent location," he says.

As Huffy has pursued aggressive diversification programs during the past decade, it has created companies specializing in basketball products for home use; baby products, such as car seats, baby baths, baby monitors, wooden gates, and changing tables; another line of bikes with the Ralleigh name that are sold to independent bike dealers; and a new service company that assembles bicycles, barbecues, and lawnmowers for retailers.

All this diversification has led Huffy to take over existing plants in California, Colorado, and Wisconsin, yet the corporation prefers to conduct its business in Ohio whenever it is possible. The assembly company, for example, was originally based in California, where the former owner started it. Now it is based in Dayton, where 235 employees share space at "Dayton Center" with top management of the Huffy Corporation.

"Both local and state government have cooperated with us in expansions of our Celina plant in a similar fashion to what they have done to attract new industry," says Molen. "On more than one occasion we have gone to them and explained we were contemplating investing X millions of dollars in the Celina facility that would either add new jobs or make the existing jobs more permanent by making the plant more competitive. Both state and local government have given us incentives (in the form of tax abatements) similar to what they have done to attract new plants. That's very important to us.

"We are not contemplating leaving Ohio. To the contrary, we have made public our intention to invest another $11 million plus over the next three years in the Celina facility above and beyond our replacement and cost-reduction projects, which will bring our total investment there over the next three years to $20 to $25 million."

Much of Huffy's cost-reduction program is geared toward greater efficiencies in its bicycle manufacturing process. Molen has high praise for the workers who make such improvements possible. "If you are going to talk about why we are in Ohio, it's because of the people. We've got a whole multi-year employment involvement program that started out as a quality circle concept. It has evolved into a total employment involvement program where the employees in the plant regularly develop, suggest, and, subsequently, with our cooperation, implement dramatic work changes that have made us more competitive," says Molen.

O H I O

AKRON MSA

MSA Population: 648,500
Counties: Portage, Summit
Cities over 25,000: Akron (pop. 224,700), Barberton (pop. 28,100), Cuyahoga Falls (pop. 42,100), Kent (pop. 28,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Akron - 1, 3, 4, 11
Barberton - 1, 3, 4, 11
Cuyahoga Falls - 3, 4
Kent - 3, 4, 11

Major Roads:
Interstates - 71, 76, 77, 277
U.S. Highways - 224
State Highways - 8, 14, 18, 44, 59, 526

Airports:
Akron - Akron-Canton, 11 mi. S.E. of city
Barberton - Akron-Canton, 15 mi. S.E. of city
Cuyahoga Falls - Akron-Canton, 16 mi. S. of city
Kent - Akron-Canton, 22 mi. W. of city

UTILITIES

Electric:
James P. Easley, Bus. Dev. Dir.
Ohio Edison Co.
76 S. Main Street, 18th Floor
Akron, OH 44308
(216) 384-5829

Gas:
Gary Evans, Econ. Dev. Mgr.
East Ohio Gas Co.
P.O. Box 5759
Cleveland, OH 44101
(216) 348-6444

HIGHER EDUCATION

Hiram College, Hiram
Kent State University, Kent
University of Akron, Akron

STATE PARKS

Nelson-Kennedy Ledges State Park, Portage Co.
Portage Lakes State Park, Summit Co.
Tinkers Creek State Park, Portage Co.
West Br. State Park, Portage Co.

CANTON MSA

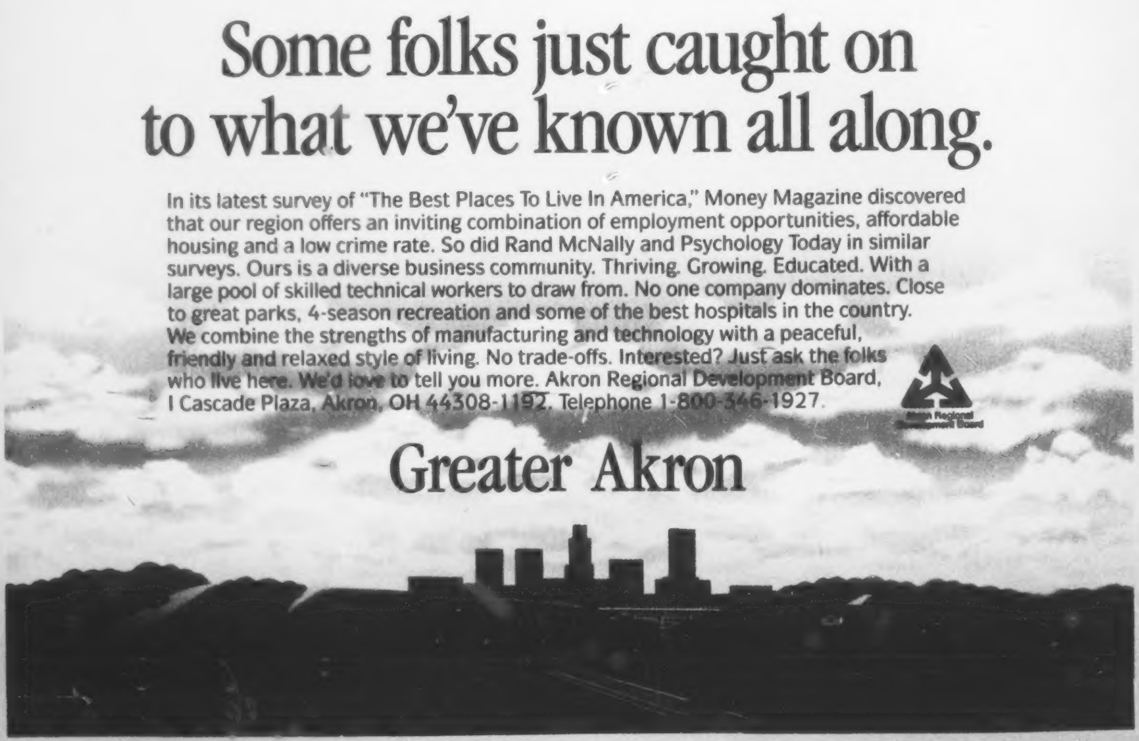
MSA Population: 405,400
Counties: Carroll, Stark
Cities over 25,000: Canton (pop. 88,700), Massillon (pop. 31,500)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Alliance - 3
Canton - 3, 4, 11
Massillon - 3, 4, 11

Major Roads:
Interstate - 77
U.S. Highways - 30, 62
State Highways - 21, 44, 172

Airports:
Canton - Akron-Canton, 10 mi. N. of city
Massillon - Akron-Canton, 10 mi. N.E. of city



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Akron Regional Development Board

Greater Akron

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OHIO

UTILITIES

Canton Electric:
James C. Gahris, Econ. Dev. Mgr.
Ohio Power Co.
301 Cleveland, S.W.
Canton, OH 44701
(216) 438-7842

Massillon Electric:
Ohio Edison Co. (see Akron MSA)

Canton & Massillon Gas:
East Ohio Gas (see Akron MSA)

HIGHER EDUCATION

Kent State University Stark Campus
Malone College, Canton
Mount Union College, Alliance
Walsh College, North Canton

STATE PARK

Quail Hollow State Park

CINCINNATI MSA

MSA Population: 1,419,300
Counties: Clermont, Hamilton, Warren
Cities over 25,000: Cincinnati (pop. 372,200), Norwood (pop. 26, 342)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Cincinnati - 3, 4, 7, 11, 16
North Bend - 3, 4
Norwood - 3, 4, 11
Reading - 3

Major Roads:
Interstates - 71, 75, 275, 471
U.S. Highways - 22, 42, 50, 52, 127
State Highways - 3, 4, 125

Airports:
Cincinnati - Gtr. Cincinnati Int'l, 13 mi. S.W. of city
Norwood - Gtr. Cincinnati Int'l, 16 mi. S.W. of city

UTILITES

Electric & Gas:
Jerry Keller, Area Dev. Mgr.
Cincinnati Gas & Electric Co.
139 East 4th Street
Cincinnati, OH 45202
(513) 632-2595

HIGHER EDUCATION

Cincinnati:
Cincinnati Bible Seminary
College of Mt. St. Joseph-on-the-Ohio
Edgecliff College
University of Cincinnati
Xavier University

Other:
Temple Baptist College, Pleasant Run

STATE PARKS

Caesar State Park, Warren Co.
East Fork State Park, Clermont Co.
Little Miami State Park, Warren Co.
Stovelick State Park, Clermont Co.

CLEVELAND MSA

MSA Population: 1,853,300
Counties: Cuyaboga, Geuga, Lake, Medina
Cities over 25,000: Brook Park (pop. 26,195), Cleveland (pop. 541,700), Cleveland Heights (pop. 56,300), East Cleveland (pop. 36,597), Euclid (pop. 57,100), Garfield Heights (pop. 33,380), Lakewood (pop. 59,700), Maple Heights (pop. 29,735), Mentor (pop. 43,000), Parma (pop. 91,000), Shaker Heights (pop. 32,487), South Euclid (pop. 25,713)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Cleveland - 3, 4, 5, 7, 11, 13
Euclid - 3, 11
Mentor - 3, 11
Parma - 4

Major Roads:
Interstates - 71, 77, 80, 90 (James W. Shocknessy Ohio Tpk.), 271, 480
U.S. Highways - 6, 20, 42, 322
State Highways - 8, 10, 14, 17, 21, 44, 87

Airports:
Brook Park - Burke-Lakefront, 15 mi. N. of city; Cleveland Hopkins Int'l, 1 mi. W. of city
Cleveland - Burke-Lakefront, 1 mi. N. of city; Cleveland Hopkins Int'l, 10 mi. S.W. of city
Cleveland Heights - Burke-Lakefront, 7 mi. W. of city; Cleveland Hopkins Int'l, 16 mi. S.W. of city
East Cleveland - Burke-Lakefront, 8 mi. W. of city; Cleveland Hopkins Int'l, 16 mi. S.W. of city
Euclid - Burke-Lakefront, 10 mi. S.W. of city; Cleveland Hopkins Int'l, 24 mil. S.W. of city
Garfield Heights - Burke-Lakefront, 10 mi. N. of city; Cleveland Hopkins, 13 mi. W. of city
Lakewood - Burke-Lakefront, 8 mi. E. of city; Cleveland Hopkins, 12 mi. S.W. of city
Maple Heights - Burke-Lakefront, 11 mi. N.W. of city; Cleveland Hopkins, 16 mi. W. of city
Mentor - Burke-Lakefront, 22 mi. S.W. of city; Cleveland Hopkins, 25 mi. S.W. of city
Parma - Cleveland Hopkins, 10 mi. W. of city; Burke-Lakefront, 12 mi. N. of city
Shaker Heights - Burke-Lakefront, 10 mi. N.W. of city; Cleveland Hopkins, 22 mi. S.W. of city
South Euclid - Burke-Lakefront, 10 mi. W. of city; Cleveland Hopkins, 22 mi. S.W. of city

UTILITIES

Electric:
Cleveland Elec. Illuminating Co.
55 Public Square
Cleveland, OH 44101

Cleveland Electric:
Cleveland Public Power
1201 Lakeside Avenue
Cleveland, OH 44114

Gas:
East Ohio Gas Co. (see Akron MSA)

Parma Gas:
Columbia Gas of Ohio, Inc.
200 Civic Center Dr.
Columbus, OH 43215

HIGHER EDUCATION

Cleveland:
Case Western Reserve University
Cleveland State University
Dyke College
John Carroll University
Notre Dame College

Other:
Baldwin-Wallace College, Berea
Lake Erie College, Painesville

STATE PARKS

Headlands Beach State Park, Lake Co.
Punderson State Park, Geauga Co.

COLUMBUS MSA

MSA Population: 1,301,600
Counties: Delaware, Fairfield, Franklin, Licking, Madison, Pickaway, Union
Cities over 25,000: Columbus (pop. 575,800), Lancaster (pop. 35,500), Newark (pop. 41,800), Upper Arlington (pop. 35,648)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Columbus - 3, 4, 7, 8, 11
Newark - 3, 4

Major Roads:
Interstates - 70, 71, 270
U.S. Highways - 23, 33, 36, 40, 42, 62
State Highways - 3, 4, 13, 16, 31, 79, 315

Airports:
Columbus - Port Columbus Int'l, 7 mi. N.E. of city
Lancaster - Port Columbus Int'l, 34 mi. N.W. of city
Newark - Port Columbus Int'l, 32 mi. S.W. of city
Upper Arlington - Port Columbus Int'l, 10 mi. E. of city

UTILITIES

Columbus & Upper Arlington Electric:
Columbus & South Ohio Electric Co.
215 N. Front Street
Columbus, OH 43215

Columbus Electric:
Columbus Electric Division
90 W. Broad Street
Columbus, OH 43215

Lancaster & Newark Electric:
Ohio Power Co. (see Canton MSA)

Columbus, Newark, Upper Arlington Gas:
Columbia Gas of Ohio, Inc. (see Cleveland MSA)

Lancaster Gas:
Lancaster Municipal Gas Co.
1507 E. Main Street
Lancaster, OH 43130

Newark Gas:
National Gas & Oil Corp.
1500 Granville Rd.
Newark, OH 43055

HIGHER EDUCATION

Columbus:
Capital University
Franklin University
Ohio-Dominican College
Ohio Institute of Technology
Ohio State University

Other:
Denison University, Granville
Otterbein College, Westerville
Ohio Wesleyan University, Delaware

STATE PARKS

Alum Creek State Park, Delaware Co.
Buckeye Lake State Park, Fairfield Co.
A. W. Marion State Park, Pickaway Co.
Deer Creek State Park, Pickaway Co.
Delaware State Park, Delaware Co.
Madison Lake State Park, Madison Co.

DAYTON-SPRINGFIELD MSA

MSA Population: 930,800
Counties: Clark, Greene, Miami, Montgomery
Cities over 25,000: Beavercreek (pop. 31,589), Dayton (pop. 181,200), Fairborn (pop. 29,702), Kettering (pop. 60,200), Springfield (pop. 69,200)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Dayton - 3, 4
Springfield - 3, 6

Major Roads:
Interstates - 70, 75, 675
U.S. Highways - 35, 40, 68
State Highways - 4, 49

Airports:
Beavercreek - James M. Cox Int'l, 20 mi. N. of city
Dayton - James M. Cox Int'l, 13 mi. N. of city
Fairborn - James M. Cox Int'l, 15 mi. N.W. of city
Kettering - James M. Cox Int'l, 18 mi. N.W. of city
Springfield - James M. Cox Int'l, 24 mi. S.W. of city

UTILITIES

Beavercreek, Dayton, Fairborn, Kettering Electric & Gas:
Arnold A. Appel, Area. Dev. Dir.
Dayton Power & Light Co.
Courthouse Plaza, S.W.
P.O. Box 1247
Dayton, OH 45401
(513) 224-5930

Springfield, Fairborn Electric:
Ohio Edison Co. (see Akron MSA)

Dayton Gas:
Union Light, Heat & Power Co.
139 E. 4th Street
Cincinnati, OH 45202

Springfield Gas:
Columbia Gas of Ohio, Inc. (see Cleveland MSA)

EDUCATION

Dayton:
Air Force Institute of Technology, Wright-Patterson Air Force Base
United Theological Seminary
University of Dayton
Wright State University

Springfield:
Clark Technical College
Wittenberg University

Other:
Antioch College, Yellow Springs
Cedarville College, Cedarville
Central State University, Wilberforce
Wilberforce University, Wilberforce

STATE PARKS

Buck Creek State Park, Clark Co.
John Bryan State Park, Green Co.
Sycamore State Park, Montgomery Co.

HAMILTON-MIDDLETOWN MSA

MSA Population: 273,600
County: Butler
Cities over 25,000: Fairfield (pop. 30,777), Hamilton (pop. 64,300), Middletown (pop. 44,300)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Hamilton - 4, 6
Middletown - 3, 4
Monroe - 3, 8

Major Roads:
Interstate - 75
U.S. Highways - 27, 127
State Highways - 4, 73

Airports:
Fairfield - Gtr. Cincinnati Int'l, 25 mi. S. of city
Hamilton - Gtr. Cincinnati Int'l, 34 mi. S.W. of city
Middletown - James M. Cox Int'l, 33 mi. N.E. of city; Gtr. Cincinnati Int'l, 43 mi. S.W. of city

UTILITIES

Fairfield, Middletown Electric & Gas:
Cincinnati Gas & Electric Co. (see Cincinnati MSA)

Hamilton Electric & Gas:
Hamilton Dept. of Public Utilities
20 High Street
Hamilton, OH 45011

HIGHER EDUCATION

Oxford University, Oxford

LIMA MSA

MSA Population: 157,500
County: Allen
City over 25,000: Lima (pop. 47,500)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Lima - 4, 6, 11, 14

Major Roads:
Interstate - 75
U.S Highway - 30
State Highways - 81, 117, 309

Airport:
Lima - James M. Cox Int'l, 60 mi. S. of city

UTILITIES

Electric:
Ohio Power Co. (see Canton MSA)

Gas:
West Ohio Gas Co.
319 W. Market Street
Lima, OH 45802

HIGHER EDUCATION

Bluffton College, Bluffton

LORAIN-ELYRIA MSA

MSA Population: 273,600
County: Lorain
Cities over 25,000: Elyria (pop. 57,800), Lorain (pop. 73,100), North Olmstead (pop. 36,486)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Elyria - 3, 4
Lorain - 3, 4, 9, 11
South Lorain - 3, 9, 11

Major Roads
Interstates - 80, 90
U.S. Highways - 6, 20
State Highways - 10, 18, 20, 57

Airports:
Elyria - Cleveland Hopkins Int'l, 18 mi. N.W.; Burke - Lakefront, 30 mi. N.E.
Lorain - Cleveland Hopkins Int'l, 25 mi. S.E.; Burke - Lakefront, 31 mi. E.
North Olmstead - Cleveland Hopkins Int'l, 7 mi. E.; Burke - Lakefront, 17 mi. N.E.

UTILITIES

Elyria, Lorain Electric:
Ohio Edison Co. (see Akron MSA)

North Olmstead Electric:
Cleveland Elec. Illuminating Co. (see Cleveland MSA)

Elyria, Lorain Gas:
Columbia Gas of Ohio, Inc. (see Cleveland MSA)

North Olmstead Gas:
East Ohio Gas Co. (see Akron MSA)

HIGHER EDUCATION

Oberlin College, Oberlin

STATE PARK

Findley State Park

TOLEDO MSA

MSA Population: 614,800
Counties: Fulton, Lucas, Wood
Cities over 25,000: Bowling Green (pop. 25,100), Toledo (pop. 342,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Toledo - 2, 3, 4, 6, 11

Major Roads:
Interstates - 75, 80, 90, 280, 475
U.S. Highways - 20, 23, 24, 223
State Highways - 2, 120, 184, 199

Airports:
Bowling Green - Toledo Express, 20 mi. N.W. of city
Toledo - Toledo Express, 17 mi. S.W. of city

UTILITIES

Bowling Green Electric:
Bowling Green Electric Dept.
304 N. Church, Box 388
Bowling Green, OH 43402

Toledo Electric:
Donald F. Dick, Area Dev. Dir.
Toledo Edison Co.
300 Madison Ave., Edison Plaza
Toledo, OH 43652
(419) 249-5045

Gas:
Columbia Gas of Ohio, Inc. (see Cleveland MSA)

HIGHER EDUCATION

Toledo:
Medical College of Ohio
University of Toledo

Other:
Bowling Green State Univ., Bowling Green

STATE PARKS

Harrison Lake State Park, Fulton Co.
Mary Jane Thruston State Park, Wood Co.
Maumee Bay State Park, Lucas Co.

YOUNGSTOWN-WARREN MSA

MSA Population: 516,900
Counties: Mahoning, Trumball
Cities over 25,000: Boardman (pop. 32,800), Warren (pop. 53,700), Youngstown (pop. 107,300)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Boardman - 15
Campbell - 4, 10, 12
Warren - 3, 4
Youngstown - 3, 4, 10, 12, 15

Major Roads:
Interstates - 76, 80, 680
U.S. Highways - 62, 224, 422
State Highways - 5, 7, 11, 45

Airports:
Boardman - Youngstown Exec., 12 mi. N. of city
Warren - Youngstown Exec., 10 mi. N.E. of city
Youngstown - Youngstown Exec., 11 mi. N. of city

UTILITIES

Electric
Ohio Edison Co. (see Akron MSA)

Gas:
East Ohio Gas. Co. (see Akron MSA)

HIGHER EDUCATION

Youngstown State Univ., Youngstown

STATE PARK

Mosquito State Park, Trumbull Co.

RAILROAD INDEX

1. Akron & Barberton Belt Rail. Co.
W. A. Frederick, Jr., Gen. Mgr.
P. O. Box 712
43 2nd St., N.W.
Barberton, OH 44203-0520
(216) 745-4431

2. Ann Arbor Railroad System
P. J. O'Meara, Mktg. SVP
121 S. Walnut
Howell, MI 48843
(517) 548-3930

3. Consolidated Rail Corp.
Gerard F. Hobt
Area Mgr., Econ. Dev.
Room 302, 2100 Stella Court
Columbus, OH 43215
(614) 481-2222

4. CSX Transportation
A. J. Bogdon, Ind. Dev. Mgr.
P. O. Box 3316
Livonia, MI 48150
(313) 464-5700

5. Cuyahoga Valley Railway Co.
S. E. Renner, Pres.
3600 Second Ave.
Pittsburgh, PA 15219

6. Grand Trunk Western Railway Co.
C. J. Tucker, Ind. Dev. Mgr.
1333 Brewery Park Blvd.
Detroit, MI 48207-2699
(313) 237-4308

7. Illinois Central Gulf Railroad Co.
G. A. McArdle
Real Estate & Ind. Dev. AVP
233 N. Michigan Ave.
Chicago, IL 60601
(312) 819-7500

8. Indiana & Ohio Rail Corp.
Henry E. Weller, Jr.
President & General Manager
P. O. Box 208
Brookville, IN 47102
(317) 647-5767

9. Lake Terminal Railroad Co.
M. R. Seipler, Operations VP
135 Jamison Lane
P. O. Box 68
Monroeville, PA 15146
(216) 277-7222

10. Mahoning Valley Railway Co.
S. E. Renner, Pres.
3600 Second Avenue
Pittsburgh, PA 15219

11. Norfolk Southern Corp.
J. L. Pinson, Director
125 Spring Street, S.W.
Atlanta, GA 30303
(404) 529-1591

12. Pittsburgh & Lake Erie Railroad Co.
S. N. Wendelin, Dev. & Mgt. AVP
Commerce Court, 4 Station Sq.
Pittsburgh, PA 15219
(412) 261-3201

13. River Terminal Railway Co.
John G. Bixby, Superintendent
3100 East 45th Street
Cleveland, OH 44127

14. Spencerville & Elgin Railroad Co.
Roman A. Utrup, Sec.-Tres.
109 E. North Street
Spencerville, OH 45887
(419) 647-4373

15. Youngstown & Southern Railway Co.
G. E. Neuenschwander, Pres.
Commerce Court, 4 Station Sq.
Pittsburgh, PA 15219
(412) 261-3201

DEVELOPMENT COUNSELORS

STATE DEVELOPMENT AGENCY

Baker, David, Dir. of Dev.
Ohio Dept. of Development
State Office Tower
77 South Street
Columbus, 43215
(614) 466-2480

AREAS & OTHERS

Akron
Bluhm, Eileen, VP Communications
Akron Regional Dev. Board
One Cascade Plaza
Akron, 44308-1192
(800) 346-1927

Easley, Jim, Dir. Bus. Dev.
Ohio Edison Company
76 South Main Street
Akron, 44308
(216) 384-5829

Cambridge
Joy, Earl R.. Director
Guernsey Cty. Eco. Dev. Dept.
Guernsey County Admin. Bldg.
836 Steubenville Avenue
Cambridge, 43725
(614) 439-7143

Celina
Etgen, Cindy, Special Proj. Admin.
Mercer County IDC
First Floor Courthouse
Room 105
Celina, 45822
(419) 586-4209

Cincinnati
Keller, Jerry, Area Dev. Rep.
Cincinnati Gas & Electric
139 East Fourth Street
Cincinnati, 45202
(513) 632-2595

Webb, Charles, Dir. Nat'l Mktg.
Corporex Development Services
P.O. Box 75020
Cincinnati, 45275
(606) 331-5000

Cincinnati
Wuenker, Jim, Sr. Vice President
Gtr. Cincinnati Cham. of Comm.
120 West 5th Street
Cincinnati, 45202
(513) 579-3121

Cleveland
Vosmik, George, Mngr. Eco. Dev.
Cleveland Elec. Illuminating
P.O. Box 5000
Cleveland, 44101
(216) 447-2511

Davis, Art, Mgr. Eco. Dev.
East Ohio Gas Company
P.O. Box 5759
Cleveland, 44101-0759
(216) 348-6444

Columbus
Lowry, Andy, Econ. Dev. Dir.
American Electric Power
1 Riverside Plaza
Columbus, 43215
(614) 223-2720

Forsblom, Robert, Dir.
Buckeye Power Company
P.O. Box 26036
Columbus, 43226-0036
(614) 846-5757

Line, Fil, Dir. Econ. Dev.
Columbia Gas Distr. Co.
200 Civic Center Drive
Columbus, 43211
(614) 460-6256

McCarthy, R. Michael, VP Econ. Dev.
Columbus Cham. of Comm.
37 N. High Street
Columbus, 43215
(614) 221-1321

Dayton
Carne, Richard, Dir.
Dayton Power & Light Co.
P.O. Box 1247
Courthouse Plaza SW
Dayton, 45401
(513) 224-6000

Fostoria
Brown, Jeanette, Exec. Dir.
Fostoria EDC
121 North Main Street
Fostoria, 44830
(419) 435-7789

Hamilton
Robinson, Ken, Director
Butler Cty. Dept. Econ. Dev.
130 High Street
Hamilton, 45011
(513) 844-8100

Independence
Vosmik, George, Mngr. Eco. Dev.
Centerior Energy
6200 Oaktree Boulevard
Independence, 44131
(216) 447-3100

Lima
Bassitt, William
Lima Area Cham. of Comm.
P.O. Box 5008
Lima, 45802
(419) 228-1880

Amstutz, Dave, Econ. Dev. Cons.
West Ohio Gas Company
319 W. Market Street
Lima, 45801
(419) 226-4741

Lorain
DeTillo, Frank, Pres.
Lorain Cty. Cham. of Comm.
P.O. Box 828
Lorain, 44052
(216) 246-2833

Mentor
Lane, Elaine, Director
City of Mentor
8500 Civic Center Blvd.
Mentor, 44060
(216) 255-1100

Norwood
Dettmer, Richard, Comm. Dev. Dir.
City of Norwood
3001 Harris Ave.
Norwood, 45212
513/396-8185

St. Mary's
Wehnes, Frances, Dev. Mgr.
City of St. Mary's
101 East Spring Street
St. Mary's, 45884
419/394-3303

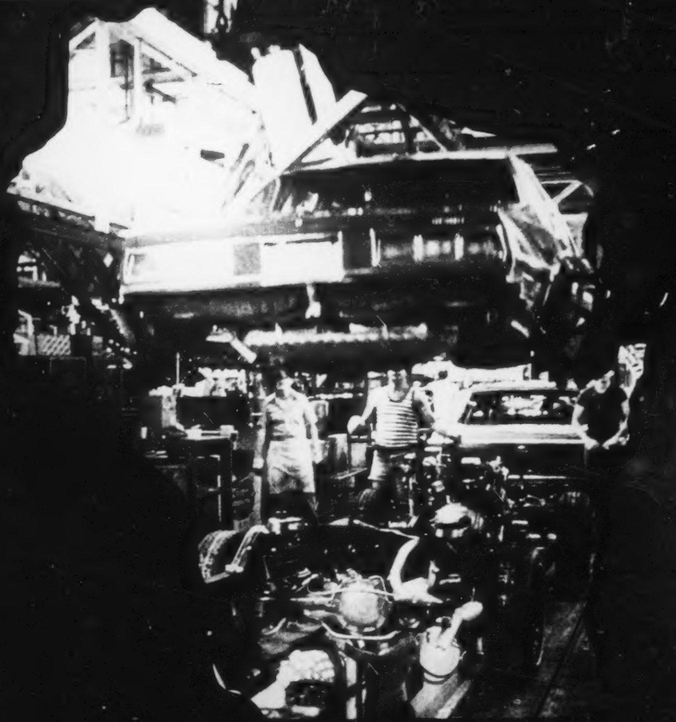
Toledo
Porter, Michael J., President
Toledo Area Chamber Commerce
218 Huron Street
Toledo, 43604
419/243-8191

Dick, Donald, Area Dev. Dir.
Toledo Edison
Edison Plaza
300 Madison Ave.
Toledo, 43652
419/249-5045

Pawlicki, Doc, Dir. Econ. Dev.
Toledo/Lucas Cty. Port Auth.
1 Maritime Plaza
Toledo, 43604
419/243-8251

Wadsworth
Easton, Chris, Dir. Plng.
City of Wadsworth
145 High Street
Wadsworth, 44281
216/335-1521

Willoughby
[illegible]sco, Janice, Econ. Dev. Coord.
Willoughby Comm. Dev. Dept.
One Public Square
Willoughby, 44094
216/951-2800



America's Dairyland And Then Some

Wisconsin is a study in contrasts. The state is heavily industrial, yet it is also the nation's leading producer of dairy products. Wisconsin has highly developed urban areas, yet its lake and forest country continues to grow faster than its suburbs.

There are three ways to measure the performance and health of a state's economy. These include income, employment, and output. In 1984, the Wisconsin Department of Development obtained an econometric model of the state's economy from Regional Economic Models, Inc., in Amherst, Mass. (referred to hereafter as the REMI model). The REMI forecast, projecting to the year 1995, suggests that Wisconsin's total employment will grow at a slower rate than national total employment, mainly because Wisconsin's population is not expected to increase as fast as that of the rest of the country. Yet the state's manufacturing sector, which employed 511,000 people in 1985, is expected to add 38,000 jobs by 1995, a growth rate of 7.4%. The REMI model estimates that Wisconsin will outperform the nation in manufacturing employment. Most of this new growth will occur in durable goods manufacturing. Over 70% of the expected increase in manufacturing jobs should occur in such areas as electrical and nonelectrical machinery and fabricated metals.

In 1985, service was the second-largest major employment sector, after manufacturing. This sector comprised 438,000 jobs in business, health, legal, educational, and social services. In the decade before 1985, services provided the most new jobs in the state—120,000 positions that had not existed before. According to the REMI model, the service sector will produce 69,000 new jobs by 1995.

Although the services sector will add the most new jobs over the next decade, it will not be the fastest-growing sector of Wisconsin's economy. The laurel for that goes to the finance, insurance, and real estate sector, expected to expand 22.1% and create 23,000 new jobs.

According to the REMI model, wage and salary income should increase in Wisconsin at a rate of 6.46% annually until 1995. Total personal income will increase 6.38%, which continues a steady trend; real personal income in Wisconsin increased 19.4% between 1975 and 1985, at an annual rate of increase of 1.79%. These forecasted income trends suggest that Wisconsin's overall revenue base, which funds state and local government, should increase at approximately the same rate in the next ten years as it has in the past. It is also likely that businesses that market goods and services to Wisconsin residents can expect to tap a market of consumers with more income to spend and save.

In terms of output and production, some industries in the state are expected to decline in employment levels but still increase production levels. The REMI model forecast suggests that real output from all of Wisconsin's industrial groups should increase nearly 26%, or $8.7 billion. This would be an improvement over the last decade, when total real output in the state grew only 4.7%, expanding only

#6 in a series of Northeastern Wisconsin business success profiles.

In Northeastern Wisconsin, they're sitting pretty.

They're Nemschoff Chairs, Inc. of Sheboygan, Wisconsin and they're a leading manufacturer of institutional seating and casegoods. Joe Miller, Executive Vice President, Leonard Nemschoff, Chairman and Mark Nemschoff, President.

Sheboygan. Also known as Chair City. An industrious community on the shore of Lake Michigan. Connected to the oceans by the St. Lawrence Seaway. Birthplace of the bratwurst, a product of German heritage and a taste tempting delight unique to Wisconsin.

It's also the birthplace of Nemschoff Chairs, Inc. A company which has used a combination of talent and technology to become a leading manufacturer of furniture for health care facilities and educational institutions.

Since its founding by Leonard Nemschoff in 1950, the company has grown more than 30 fold. Today, 350 dedicated craftsmen produce the broadest product line of its kind in the country. It didn't happen by accident. It's the result of an unwavering philosophy of quality first, and people possessed of the skills and the work ethic to make it happen.

In our highly transient society, Sheboygan is a place where 85% of the population is native. Where family members work side by side. Where pride of workmanship is still valued enough to pass it on to the next generation. A place where the quality of life and a stable, quality workforce provide a foundation upon which any well run business can grow and prosper.

If you'd like to know more about how your company can benefit from the business climate in Northeastern Wisconsin, contact:

Theodore J. Penn
Director-Economic Development
PRIDE
Wisconsin Public Service Corp.
P.O. Box 19001
Green Bay, WI 54307-9001
(414) 433-1627
Out of State Call Toll Free:
1-800-558-1807

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$1.5 billion. In those years, real output in Wisconsin was slowed by trends in manufacturing.

In the future, the REMI model suggests that real manufacturing output will improve. The lower value of the dollar, lower interest rates, and lower oil prices should combine to make the manufacturing sector more competitive. Indeed, manufacturing activity is expected to increase more than $3.1 billion by 1995, the largest forecasted absolute increase of any of the state's major industrial groups. Four sectors in manufacturing should register particularly significant increases in real output: nonelectrical machinery, $714 million; paper, $571 million; fabricated metals, $429 million, and electrical equipment, $409 million.

From a production perspective, Wisconsin's economy should reflect a healthy dynamism in the years ahead. Projected success in targeted areas, as defined by the REMI model, is a valid lure for out-of-state companies in those fields.

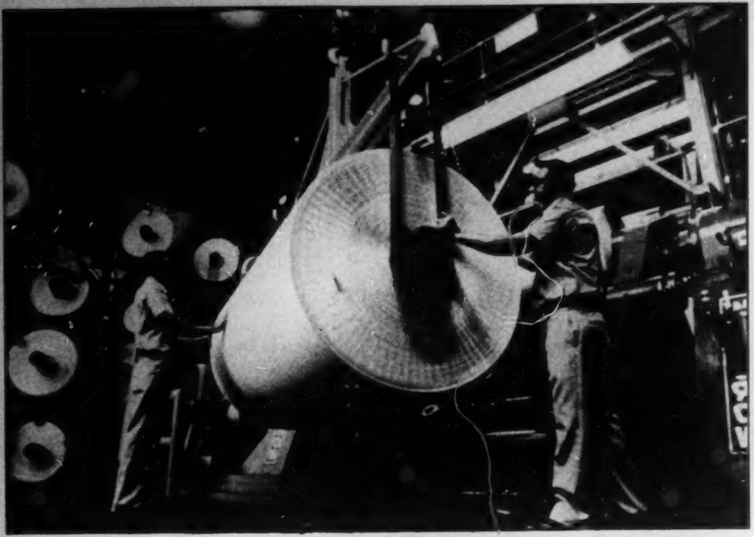
Around the state. Southeast Wisconsin has the state's largest regional economy. It comprises 5% of Wisconsin's total land area and three of its five largest cities: Milwaukee, Racine, and Kenosha. Communities along Lake Michigan are centers of manufacturing. Verdant dairying country lies inland. Much of this open land was settled in the mid-19th Century by Yankee and German farmers. Their descendants still live there in comfort and prosperity.

The majority of manufacturing jobs in the region are concentrated in the production of durable goods. Large employers include Johnson's Wax in Racine; American Motors (now owned mostly by Renault) in Kenosha; Briggs and Stratton Corp. in Wauwatosa; General Electric Corp. in Waukesha; Ladish Company in Cudahy; and Outboard Motor Corp.-Evinrude, Johnson Controls, Inc., Allen Bradley Corp., Master Lock Corp., A.O. Smith Corp., and Harley-Davidson Motor Co., Inc., all in Milwaukee.

Milwaukee, which had a population of 939,570 in 1985, is Wisconsin's center for trade. Two breweries, Pabst and Miller, have plants there. The Milwaukee Brewers of the American League play home games at County Stadium, which is also used for Green Bay Packer home games during the pro-football season. The Milwaukee River splits the city into two different sections. Traditionally, the north side has been German, the south Polish. Only 40% of Milwaukee's population lives within the city, because of new suburbs such as Greendale and New Berlin that are thriving to the southwest.

Other southeastern cities have made substantial bids for new plants. Janesville, which calls itself "Wisconsin's best-kept secret," is 12 miles north of the Illinois border. It promotes itself as a place to do business through a cooperative "team" approach of civic organizations in the area, offering confidential assistance for financing locally and obtaining sites or existing buildings. There are approximately 60 manufacturing companies in Janesville, the largest being General Motors, which has been in the area since 1923. Prent Corp., SSI Technologies, and Simmons USA are there and are non-union, as are another 42 firms in the city. Two industrial parks have been established, and land generally

Egg Harbor. Photo courtesy of the Wisconsin Division of Tourism.



One of Wisconsin's many paper mills. Photo courtesy of the Wisconsin Division of Tourism.

is available for $0.23 to $0.25 per square foot on improved sites, or for $0.11 to $0.13 per square foot for unimproved sites. This is less than 25% of the cost of land in comparable cities.

Nearby, the WISPARK Corp., a subsidiary of Wisconsin Energy Corp., is developing its LakeView Corporate Park along Interstate 94. This tract is one and one-half times the size of Central Park in New York City and includes a 90-acre lake stocked with fish. The financial lures here consist of low corporate taxes, property tax exemptions for machinery and equipment, modest electric utility rates that are expected to remain stable through the year 2000, and a work force 6% more productive than the national average. This 1,200-acre site is one mile north of the Illinois border.

Kenosha offers a deepwater harbor, as well as rail, air, and trucking linkages. The Kenosha Area Development Corp., or KADC, functions as a one-stop service center for businesses in the area, with special emphasis on financing and site selection.

Madison, Wisconsin's second-largest city with a population close to 200,000, is the state capital and home of the University of Wisconsin, with 30,000 students. The university has long been involved in the state's government. Back in 1900, Governor Robert LaFollette asked professors at the university to set up a state tax commission and to draft a workmen's compensation law, both firsts in the nation.

In the state's rural dairying district, dairy farmers and milk processors have formed cooperatives to deal successfully with a declining national demand for milk. In central Wisconsin, smaller cities such as Fond du Lac, Oshkosh, Menasha, Neenah, and Appleton are major paper-milling centers rather than dairying market towns.

Northern Wisconsin is a land of forests, lakes, and mines. In this upper region, the state has 125 miles of shoreline along Lake Superior; much of it forested and sparsely populated. This is northwoods country rich in lumberjack legends and memories of French fur trappers. The Chequamegon National Forest between Superior and Ashland and the Nicolet National Forest between Lake O'Lakes and Mainette together contain 1.5-million acres of protected wilderness. The 22 Apostle Islands in Lake Superior, part of the National Park service, are wild, remote, and scenically spectacular. Recreation and tourism are predominant industries in this sector of the state, which includes one-quarter of Wisconsin's hotels and motels.

The state's Bay Lake Region offers a revealing split between rural and urban economies. Although unemployment rates have been above average for this sector of Wisconsin, the cities of Green Bay, Manitowoc, Two Rivers, and Sheboygan have more than held their own in recent years. Even in more rural areas of the region, there are a substantial

A Business Climate You Can Warm Up To.

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- Inheritance taxes are being phased out.
- Capital gains tax exclusion has been retained.
- Business tax burden remains among the lowest in the nation.

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For more information, write or call the Wisconsin Business Information Center.

Wisconsin
Department of Development

123 West Washington Avenue
P.O. Box 7970, Madison, WI 53707
(608) 266-1018

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number of manufacturing opportunities.

One remarkable factor in Wisconsin's economy concerns interregional income flow. According to 1979 commuter flow data, the state was a net exporter of labor. As a result, it is not surprising to find that Wisconsin is also a net importer of income. In 1979, out-of-state residents commuting into Wisconsin earned $307 million. Wisconsin residents commuting to jobs out of state earned $661.7 million, giving the state a net inflow of almost $355 million. Wisconsin clearly benefits from its proximity to labor markets in northern Illinois, eastern Minnesota, and northeastern Iowa.

In 1984, Wisconsin residents received $58.7 billion in income from all sources, approximately 2% of the U.S. total. This ranked the state 18th in the nation by this measure. Given Wisconsin's population of 4,760,000 then, this translated into a per capita income of $12,307, 26th highest in the nation. Although Wisconsin is not among the wealthiest states in the nation, it ranks near the top half. These figures perhaps explain the eagerness and tractability of the state's job market.

Quality of life. Recent successes don't mean Wisconsin is an all-work-and-no-play state. The lakes, rivers, and parks, combined with an array of recreational opportunities, have rightfully earned the state the title "Playground of the Midwest."

For cultural activities, Wisconsin is home to the world-class Milwaukee Symphony Orchestra, the Milwaukee Repertory Theater, numerous museums and galleries, and several dance companies.

Sports fans can enjoy rooting for the many home teams, including the Milwaukee Bucks, Brewers, and Admirals, and the Green Bay Packers.

And for the outdoorsman, the state has 119,000 acres of state parks and recreational areas that get over 11-million visitors annually.

To sum up, the state known as "America's Dairyland" offers prime incentives for companies interested in relocation. Land in abundance, excellent transportation links, progressive cities, and a can-do attitude from a growing work force are some of Wisconsin's attractions. "We're friendly out here," says Governor Tommy Thompson. "That counts for something, along with technology, growth, and grit." ☐

Rust-Oleum finds a home in Wisconsin

Rust-Oleum Corp., a leading paint manufacturer that produces moisture-prevention coatings for metals and wood, had a serious problem of overcrowding a few years ago at its plant in Evanston, Illinois. Employees had to move between different locations on one site. Its buildings were aging, and the general tone of the premises had become less conducive as a workplace.

"We knew that we had a problem," says Arnold Silverman, vice-president for administration, "and so we looked for a year and a half for a suitable new site. Obviously, we scouted around Evanston first, since that was a factor in considering our 225 employees. We also looked elsewhere in Illinois. Our corporate headquarters is nearby, in Vernon Hills, and it was considered a plus to have the new plant within a convenient driving range. As you know, Illinois is crisscrossed with interstates, so we had considerable latitude. We also gave serious thought to locations in Texas and Iowa. We have other plants in Hagerstown, Md.; Toronto, Canada; and Roosendaal in the Netherlands. I would say that our criteria were broad-based, and we took our time about a decision. For a period, actually, it seemed that it would make the best economic sense to stay where we were, in Evanston."

Rust-Oleum, a privately held company, changed its mind when reports came in about Pleasant Prairie in the Kenosha area, only 25 miles north across the Wisconsin border from its corporate headquarters in Vernon Hills. "It was close to us," says Silverman, "yet there was room we couldn't find in the Chicago area, space enough for us to plan one large manufacturing complex, with offices and even a research and development section under one roof. We have just started construction of this $18.5-million facility, which we plan to occupy by January of 1990."

"Frankly, Wisconsin did a better selling job," says Silverman. "We were particularly pleased by the people that were available in the Kenosha area. The University of Wisconsin helped us with a training and research grant. The total package of incentives amounted to more than we found elsewhere."

Other factors that brought Rust-Oleum north included Wisconsin's low corporate taxes, corporate exemptions, and tax credits for research and development, particularly pertinent to paint. Kenosha's focus of trucking, port, rail and air services didn't hurt, either.

A coal mining facility in Sheboygan. Photo courtesy of the Wisconsin Division of Tourism.

WISCONSIN

APPLETON-OSHKOSH-NEENAH MSA

MSA Population: 306,800
Counties: Calumet, Outagamie, Winnebago
Cities over 25,000: Appleton (pop. 63,700), Oshkosh (pop. 51,400) (Neenah's population is 23,100)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Appleton - 3, 10
Neenah - 3, 7, 10
Oshkosh - 3, 7, 9, 10

Major Roads:
U.S. Highways - 10, 41, 45
State Highways - 21, 57, 110

Airports:
Appleton - Outagamie County, 5 mi. W. of city
Neenah - Outagamie County, 12 mi. N.W. of city
Oshkosh - Wittman Field, 3 mi. S.W. of city

UTILITIES

Appleton Electric:
Kristine Rappe, Econ. Dev. Mgr.
Wisconsin Elec. Power Co.
231 W. Michigan St., Box 2046
Milwaukee, WI 53201
(414) 277-3188

Appleton Gas:
Wisconsin Natural Gas Co.
233 Lake Avenue
Racine, WI 53202

Oshkosh Electric & Gas:
Ted Penn, Ind. Dev. Consultant
Wisconsin Public Service Corp.
700 N. Adams St., Box 19001
Green Bay, WI 54307
(414) 433-1627

HIGHER EDUCATION

Lawrence University, Appleton
University of Wisconsin, Oshkosh

STATE PARK

High Cliff State Park, Calumet Co.

EAU CLAIRE MSA

MSA Population: 138,700
Counties: Chippewa, Eau Claire
City over 25,000: Eau Claire (pop. 54,700)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Eau Claire - 3, 7, 10

Major Roads:
Interstate - 94
U.S. Highways - 12, 53
State Highways - 27, 29

Airport:
Eau Claire - Eau Claire Municipal, 5.5 mi. N.E. of city

UTILITIES

Electric & Gas:
Dennis Blang, Admin. of Area Dev.
Northern States Power Co.
100 N. Barstow St.
Eau Claire, WI 54701
(715) 839-2570

HIGHER EDUCATION

University of Wisconsin, Eau Claire

STATE PARKS

Lake Wissota State Park, Chippewa Co.
Brunet Island State Park, Chippewa Co.

GREEN BAY MSA

MSA Population: 186,200
County: Brown
City over 25,000: Green Bay (pop. 92,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Duck Creek - 3
Green Bay - 3, 4, 6, 7, 10

Major Roads:
Interstate - 43
U.S. Highways - 14, 141
State Highways - 29, 54, 57

Airport:
Green Bay - Austin Straubie Field, 8 mi. S.W. of city

UTILITIES

Electric & Gas:
Wisconsin Public Service Corp. (see Appleton-Oshkosh-Neenah MSA)

HIGHER EDUCATION

Green Bay:
Northeast Wisconsin Technical College
St. Norbert College
University of Wisconsin, Green Bay

JANESVILLE-BELOIT MSA

MSA Population: 139,500
County: Rock
Cities over 25,000: Beloit (pop. 34,100), Janesville (pop. 51,900)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Beloit - 3, 7
Janesville - 3, 7, 8

Major Roads:
Interstate - 90
State Highways - 11, 15, 26, 50, 81

Airports:
Beloit - Rock County, 7 mi. N. of city
Janesville - Gtr. Rockford (Ill.), 40 mi. S.W. of city; Dane County Reg., 50 mi. N.W. of city; Gen. Mitchell, 64 mi. N.E. of city; O'Hare Int'l (Ill.), 70 mi. S.E. of city; Midway (Ill.), 95 mi. S.E. of city

UTILITIES

Electric & Gas:
Dean Baumgardner, Econ. Dev. Dept.
Wisconsin Power & Light Co.
222 W. Washington Ave., Box 192
Madison, WI 53701
(608) 252-5079

Beloit Gas:
S. Beloit Water, Gas & Elec. Co.
Box 629
Beloit, IL 53511

HIGHER EDUCATION

Beloit College

KENOSHA MSA

MSA Population: 121,500
County: Kenosha
City over 25,000: Kenosha (pop. 75,600)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Kenosha - 3

Major Roads:
Interstate - 94
U.S. Highway - 41
State Highways - 32, 50

Airports:
Kenosha - Gen. Mitchell, 28 mi. N. of city; O'Hare Int'l (Ill.), 47 mi. S.W. of city; Midway (Ill.), 66 mi. S. of city

UTILITIES

Electric:
Wisconsin Elec. Power Co. (see Appleton-Oshkosh-Neenah MSA)

Gas:
Wisconsin Natural Gas Co. (see Appleton-Oshkosh-Neenah MSA)

HIGHER EDUCATION

Kenosha:
Carthage College
University of Wisconsin-Parkside

STATE PARK

Bong Street Recreation Area

LA CROSSE MSA

MSA Population: 95,200
County: LaCrosse
City over 25,000: LaCrosse (pop. 49,000)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
LaCrosse - 1, 3, 7

Major Roads:
Interstate - 90
U.S. Highways - 14, 61
State Highways - 16, 44

Airport:
LaCrosse - LaCrosse Muni., 5 mi. N.W. of city

UTILITIES

Electric & Gas:
Northern States Power Co.
100 N. Barstow St.
Eau Claire, WI 54701

HIGHER EDUCATION

LaCrosse:
University of Wisconsin
Viterbo College

MADISON MSA

MSA Population: 343,600
County: Dane
City over 25,000: Madison (pop. 176,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Madison - 3, 7, 8

Major Roads:
Interstates - 90, 94
U.S. Highways - 12, 14, 18, 51, 151
State Highway - 92

Airport:
Madison - Dane County Reg., 5 mi. N.E. of city

UTILITIES

Electric & Gas:
Michael Powers, Mkt. Svcs. Mgr.
Madison Gas & Electric Co.
133 S. Blair St., Box 1231
Madison, WI 53701
(608) 252-7995

Gas:
Wisconsin Power & Light Co. (see Janesville-Beloit MSA)

HIGHER EDUCATION

Madison:
Edgewood College
University of Wisconsin

STATE PARKS

Governor Nelson State Park
Lake Kegonsa State Park

MILWAUKEE MSA

MSA Popluation: 1,395,100
Counties: Milwaukee, Ozaukee, Washington, Waukesha
Cities over 25,000: Brookfield (pop. 34,035), Menomonee Falls (pop. 27,845), Milwaukee (pop. 611,500), Waukesha (pop. 52,100), Wauwatosa (pop. 50,100), West Allis (pop. 64,600)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Brookfield - 7
Granville - 3, 9
Menomonee Falls - 9
Milwaukee - 3, 5, 7, 10
Pewaukee - 7
Rugby Junction - 7, 9, 10
Slinger - 7, 10
Sussex - 7, 10
Waukesha - 3, 7, 8, 10
Wauwatosa - 2, 7
West Allis - 3, 7

Major Roads:
Interstates - 43, 94, 794, 894
U.S. Highways - 18, 41, 45
State Highways - 15, 16, 32, 190

Airports:
Brookfield - Gen. Mitchell, 15 mi. S.E. of city
Menomonee Falls - Gen. Mitchell, 30 mi. S.E. of city
Milwaukee - Gen. Mitchell, 6 mi. S. of city
Waukesha - Gen. Mitchell, 18 mi. S.E. of city
Wauwatosa - Gen. Mitchell, 13 mi. S.E. of city
West Allis - Gen. Mitchell, 6 mi. S.W. of city

UTILITIES

Electric:
Wisconsin Elec. Power Co. (see Appleton-Oshkosh-Neenah MSA)

Brookfield, Menomonee Falls, Milwaukee, Wauwatosa, West Allis Gas:
Wisconsin Gas Co.
626 E. Wisconsin Ave.
Milwaukee, WI 53202

Menomee Falls, Milwaukee, Wauwatosa Gas:
Wisconsin Natural Gas Co. (see Appleton-Oshkosh-Neenah MSA)

HIGHER EDUCATION

Milwaukee:
Alverno College
Cardinal Stritch College
Concordia College
Marquette University
Milwaukee Area Technical College
Milwaukee School of Engineering
Mount Mary College
University of Wisconsin
Wisconsin Conservatory of Music

STATE PARKS

Harrington Beach State Park, Ozaukee Co.
Kettle Morraine State Forest, Waukesha Co.
Lizard Mount State Park, Washington Co.
Pike Lake State Park, Washington Co.

RACINE MSA

MSA Population: 174,400
County: Racine
City over 25,000: Racine (pop. 83,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Racine - 3, 7

Major Roads:
Interstate - 94
U.S. Highways - 41, 45
State Highways - 11, 20, 32, 38

Airport:
Racine - Gen. Mitchell, 18 mi. N. of city

UTILITIES

Electric:
Wisconsin Elec. Power Co. (see Appleton-Oshkosh-Neenah MSA)

Gas:
Wisconsin Natural Gas (see Appleton-Oshkosh-Neenah MSA)

STATE PARK

Bong Street Recreation Area

SHEBOYGAN MSA

MSA Population: 102,900
County: Sheboygan
City over 25,000: Sheboygan (pop. 47,900)

WISCONSIN

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Sheboygan - 3

Major Roads:
Interstate - 43
State Highways - 23, 57

Airport:
Sheboygan - Austin Straubel, 67 mi. N.W. of city

UTILITIES

Electric:
Wisconsin Power & Light Co. (see Janesville-Beloit MSA)

Gas:
Wisconsin Public Service Corp. (see Appleton-Oshkosh-Neenah MSA)

STATE PARKS

Kettle Morraine State Forest
Kohler-Andrae State Park
Old Wade House State Park

WAUSAU MSA

MSA Population: 115,000
County: Marathon
City over 25,000: Wausau (pop. 32,400)

TRANSPORTATION

Railroads (Numbers correspond to companies listed at the end of the state section):
Wausau - 3, 7, 10

Major Roads:
U.S. Highways - 51
State Highways - 29, 47

Airport:
Wausau - Central Wisconsin Reg., 13 mi. S. of city

UTILITIES

Electric:
Wisconsin Public Service Corp. (see Appleton-Oshkosh-Neenah MSA)

Gas:
Wisconsin Fuel & Light Co.
402 N. 10th Street, Box 768
Manitowoc, WI 54220

STATE PARK

Rib Mountain State Park

RAILROAD INDEX

1. Burlington Northern Railroad Co.
Donald W. Scott, Mktg. VP
Continental Plaza, 777 Main St.
Fort Worth, TX 76102
(817) 878-2000

2. Canadian National Railways
J. D. Cameron, Mgr., Ind. Dev.
Malport Sales Office
277 Front St. West
Toronto, Ont. M5V 2X7

3. Chicago & North Western Trans. Co.
Robert W. Mickey
Real Estate & Ind. Dev. VP
One North Western Center
Chicago, IL 60606
(312) 559-7000

4. Escanaba & Lake Superior Rail Co.
J. C. Larkin, Pres.
One Larkin Plaza
Wells, MI 49894
(906) 786-0693

5. Grand Trunk Western Co.
C. J. Tucker, Ind. Dev. Mgr.
1333 Brewery Park Blvd.
Detroit, MI 48207-2699
(313) 237-4308

6. Green Bay & Western Rail. Corp.
Robert E. Larsen
Eng. & Ind. Dev. Mgr.
P. O. Box 2507
Green Bay, WI 54306
(414) 497-0411

7. Soo Line Railroad Co.
Carl A. Soelberg, R.E. AVP
Soo Line Building
Box 530
Minneapolis, MN 55440
(612) 347-8000

8. Wisconsin & Calumet Railroad Co.
R. E. Smith, Pres.
2728 E. 104th St.
Chicago, IL 60617
(312) 374-4800

9. Wisconsin & Southern Railroad Co.
J. B. Shein, Chairman & CEO
Horicon, WI 53032
(414) 485-4229

10. Wisconsin Central Ltd.
Gerry Fisher, Mktg. VP
P. O. Box 5062
Rosemont, IL 60017-5062
(312) 390-6112

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STATE DEVELOPMENT AGENCY

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123 West Washington Ave.
Madison, 53707
608/266-1018

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Beloit, 53511
608/365-6945

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Wisconsin Public Svc. Corp.
700 N. Adams Street
P.O. Box 19001
Green Bay, 54307-9001

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City of Janesville EDA
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Janesville, 53547-9968
608/755-3180

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Rock Cty. Plng. & EDC
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Janesville, 53547
608/755-2087

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5455 Sheridan Rd., Ste. 101
Kenosha, 53140
414/654-2167

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316 West Washington
Madison, 53703
608/256-4567

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Madison, 53701-7231
608/252-7000

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222 West Washington Avenue
Madison, 53701
608/252-3371

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Wisconsin Electric Power Co.
231 W. Michigan Street
Milwaukee, 53201
414/221-3188

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Franke, Jerry, Dir. Bus. Dev.
WISPARK Corporation
11620 88th Avenue
P.O. Box 180
Pleasant Prairie, 53158-0180
414/694-9404

Sheboygan
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Sheboygan Dev. Corp.
631 New York Ave.
Sheboygan, 53081
414/457-9491

Whitewater
Foster, David, Dir. Econ. Dev.
Whitewater Community Dev. Auth.
131 West Center Street
Whitewater, 53190
414/473-7035

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Advertising contacts not listed in the state sections:

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MISSOURI PUBLIC SERVICE
Harold Kirk, Ind. Dev. Manager
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P.O. Box 11739
Kansas City, MO 64138
(816) 737-9346

TENNECO GAS MARKETING COMPANY
Lisa Marshall
Supervisor, Mktg. Assistance
1100 Milam, 39th Floor
Houston, TX 77002
(713) 757-4022

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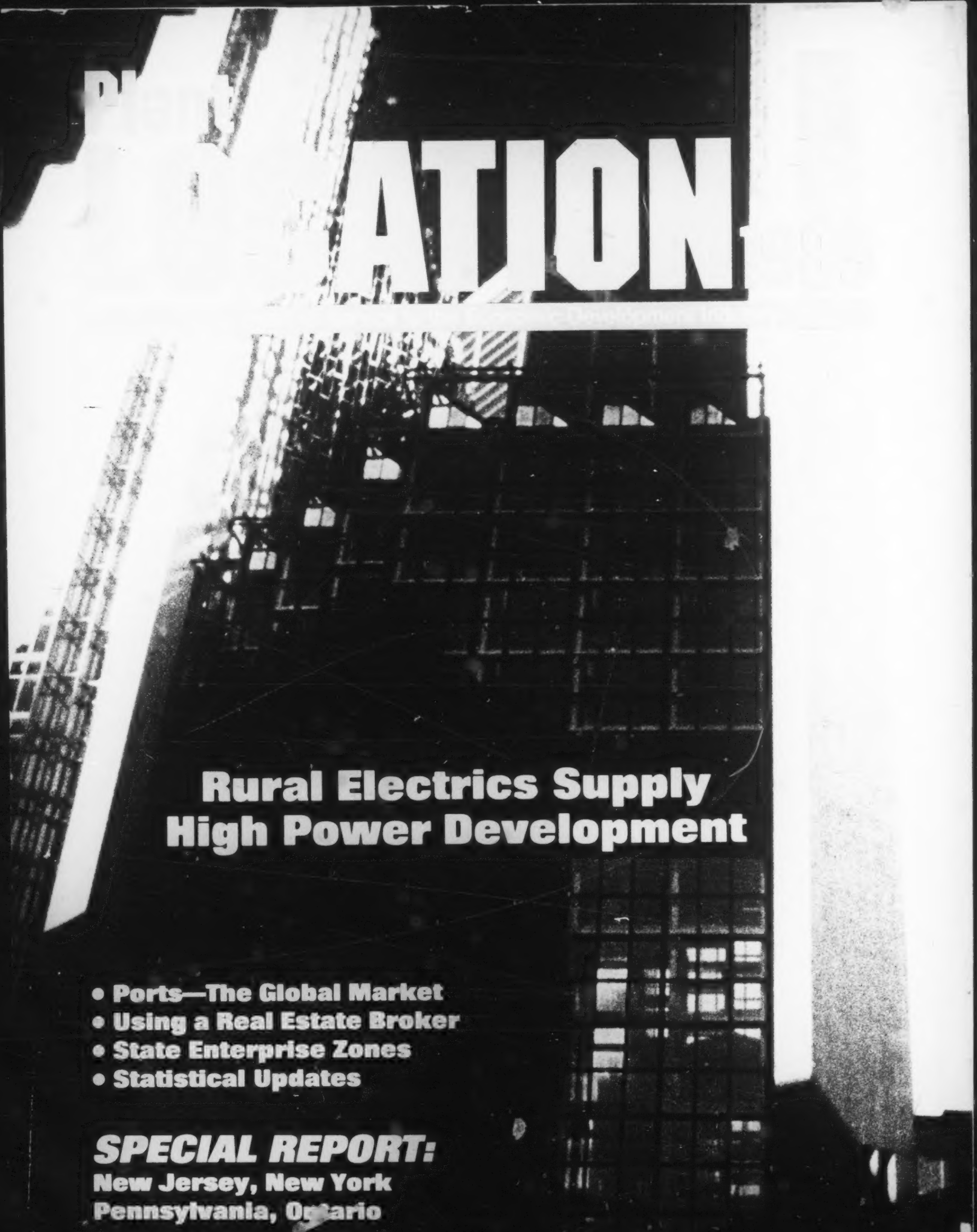

ATION

Rural Electrics Supply High Power Development

- Ports—The Global Market
- Using a Real Estate Broker
- State Enterprise Zones
- Statistical Updates

SPECIAL REPORT:
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Pennsylvania, Ontario

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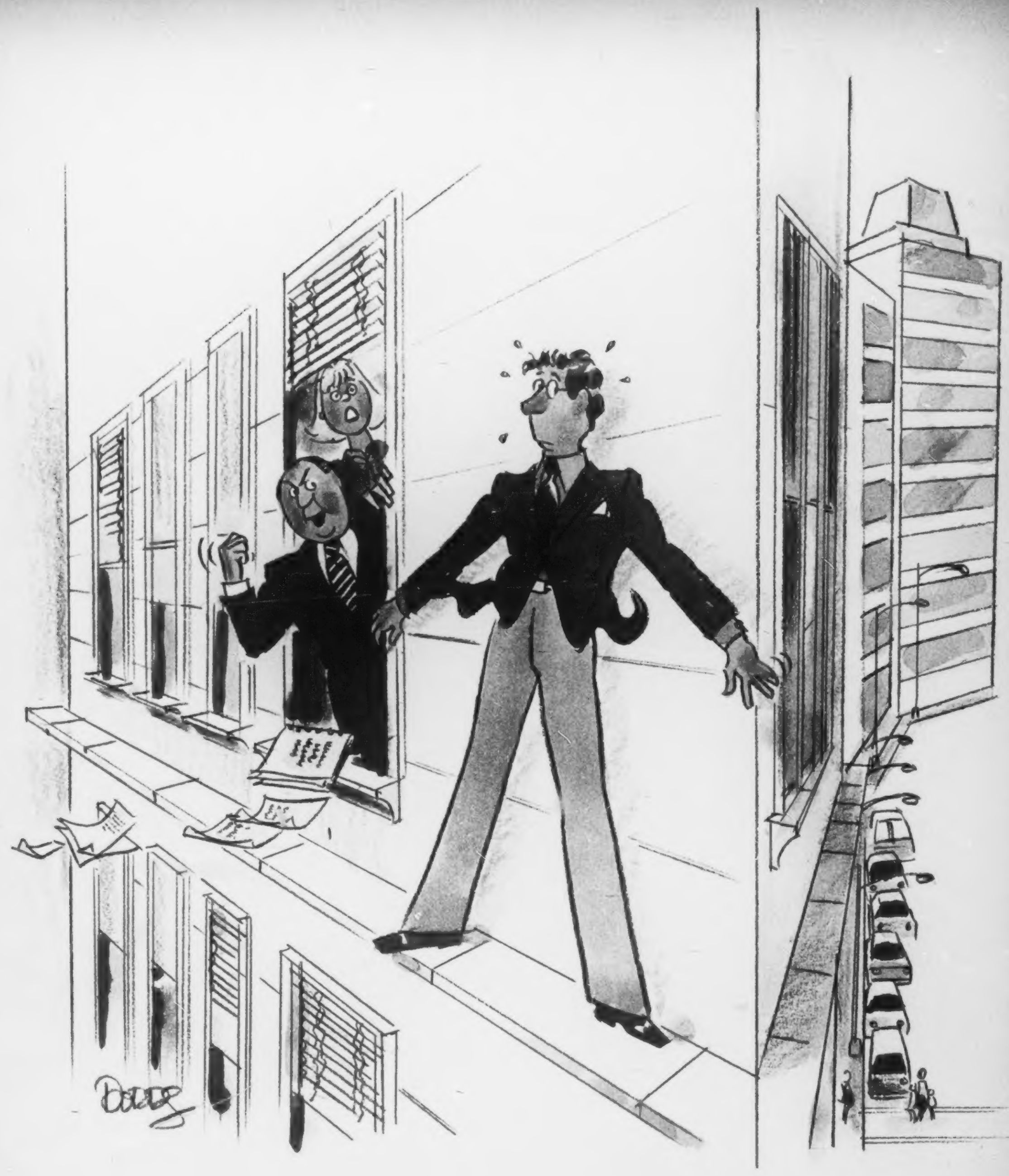

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CENTRAL ILLINOIS CIPS
PUBLIC SERVICE COMPANY

General Offices: 607 E. Adams Street, Springfield, IL 62739

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Plant LOCATION 1989

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From The Publisher

PLANT LOCATION 1989—your one-volume reference for plant and office location—marks its thirtieth anniversary with this issue. A comprehensive, one-stop source of information germane to site selection.

This issue of PLANT LOCATION covers the 50 states, Puerto Rico and Canada, supplying the statistics and in-depth information you need—on labor costs, utilities, transportation, financial assistance, local business incentives, development contacts, and more.

In this issue of PLANT LOCATION we've also included regional reviews covering the business climate and quality of life of the Middle Atlantic states of New Jersey, New York and Pennsylvania. And, Canadian reporter Robin Barstow gives an overview of Ontario's business environment.

As our special features show, we're seeing a lot of creativity in business development. Dan Kamerman from the NRECA in Washington, D.C. updates us on how rural electric systems are stimulating development in their local areas. Bill Fahrenwald offers an eye-opening account of the role of ports in the local economy. You might also want to take a look at the latest roster of state enterprise zones.

The advertisers of PLANT LOCATION are another valuable resource in your location search. You can contact them directly, or just fill out the easy-to-use bingo card in the back of the issue, and we'll do the rest. We also hope you'll take a moment to answer the readership survey, so we can continue to deliver the information you need.

Good luck in the search!

Sincerely,

Arthur J. McGinnis Jr.

Arthur J. McGinnis, Jr. Publisher
345 Hudson Street
New York, NY 10014

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PLANT LOCATION is published twice yearly by Simmons-Boardman Publishing Corporation, 345 Hudson Street, New York, NY 10014, (212) 620-7200

Copies of PLANT LOCATION can be purchased for the prepaid price of $60. Checks should be made out to Simmons-Boardman Publishing Corporation and sent to Circulation Department, Simmons-Boardman Publishing Corporation, 345 Hudson Street, New York, NY 10014.

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CSX Transportation, Department W5-3,
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RURAL ELECTRICS IN ECONOMIC DEVELOPMENT

by Dan Kamerman

Rural electric systems throughout the country are committed to economic development, not only because of necessity, but also because of culture and heritage.

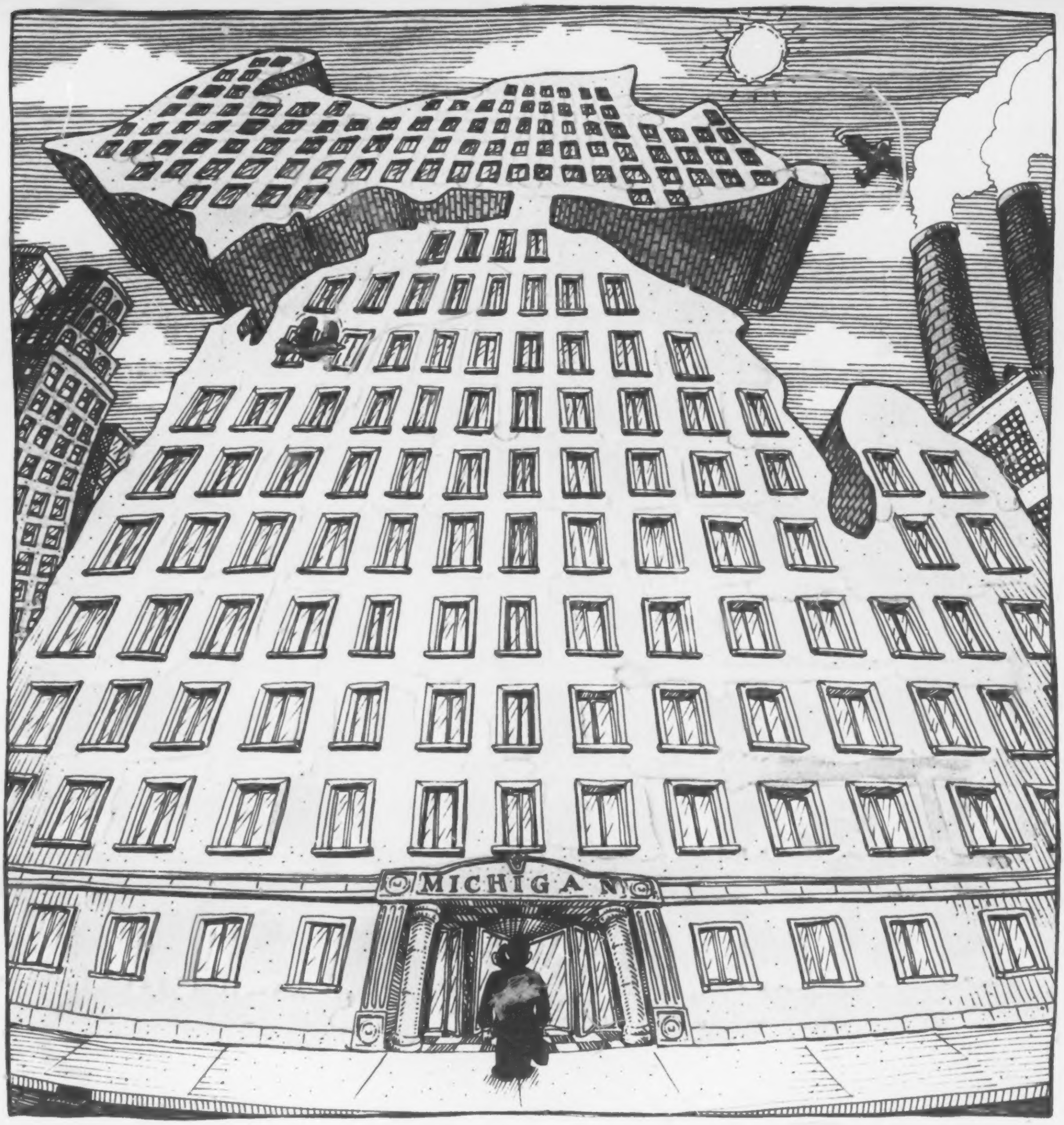
Many feel that the rural electric program, created by Franklin D. Roosevelt by signing into law the 1935 Rural Electrification Act, has been the most successful economic development program in the history of the country. The almost 1,000 systems around the country serve sparsely populated areas covering three-quarters of the land mass of the United States. Yet, along with their folksy way of doing business are technically competent, engineering, member services, marketing and economic development professionals and generation and distribution facilities able to deliver reliable, reasonably priced electric service.

The interesting thing is that rural electric systems, by combining a "doin' what comes naturally" philosophy with a sound research and technical orientation, have achieved results that are on a par with major hi-tech companies and in line with what the management gurus are suggesting. It is no accident that Peter Drucker and Tom Peters have appeared on NRECA programs. It is Tom Peters, who points out in his bestseller, *In Search of Excellence*, that those companies that have a service orientation and a strong commitment to their customers have the competitive edge.

The NRECA team

Rural electric systems and the National Rural Electric Cooperative Association (NRECA), their association in Washington, D.C., have learned some important lessons about rural development, lessons which they have used well in their highly touted rural development efforts.

It is truly a team effort. Many people at NRECA and many people around the country have taken on rural development as an adopted cause, in addition to their regular jobs. And, it all emanates from the top man at NRECA, Bob Bergland, former Secretary of Agriculture and Congressman. With him, rural development is a passion, not just a



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So if you think Michigan may be a prime location for your business, give Greg Woodbury a call at (313) 256-5745. After all, to get ahead in business, it helps to have friends in the right places.

michcon

DON'T MAKE A MOVE WITHOUT US

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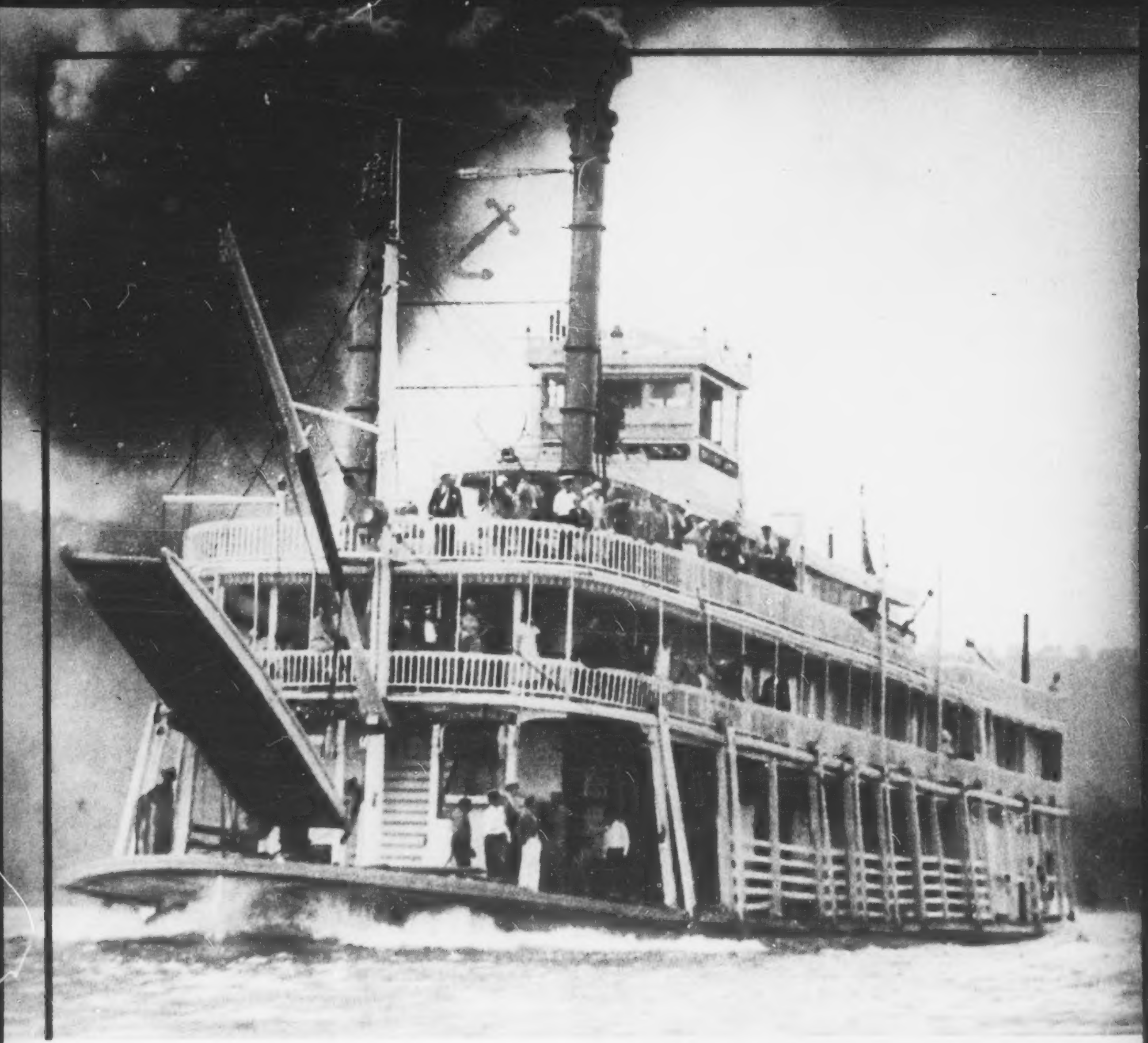

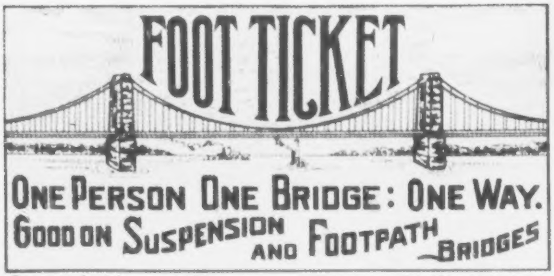

FOOT TICKET

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GOOD ON SUSPENSION AND FOOTPATH BRIDGES

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1989 American Electric Power

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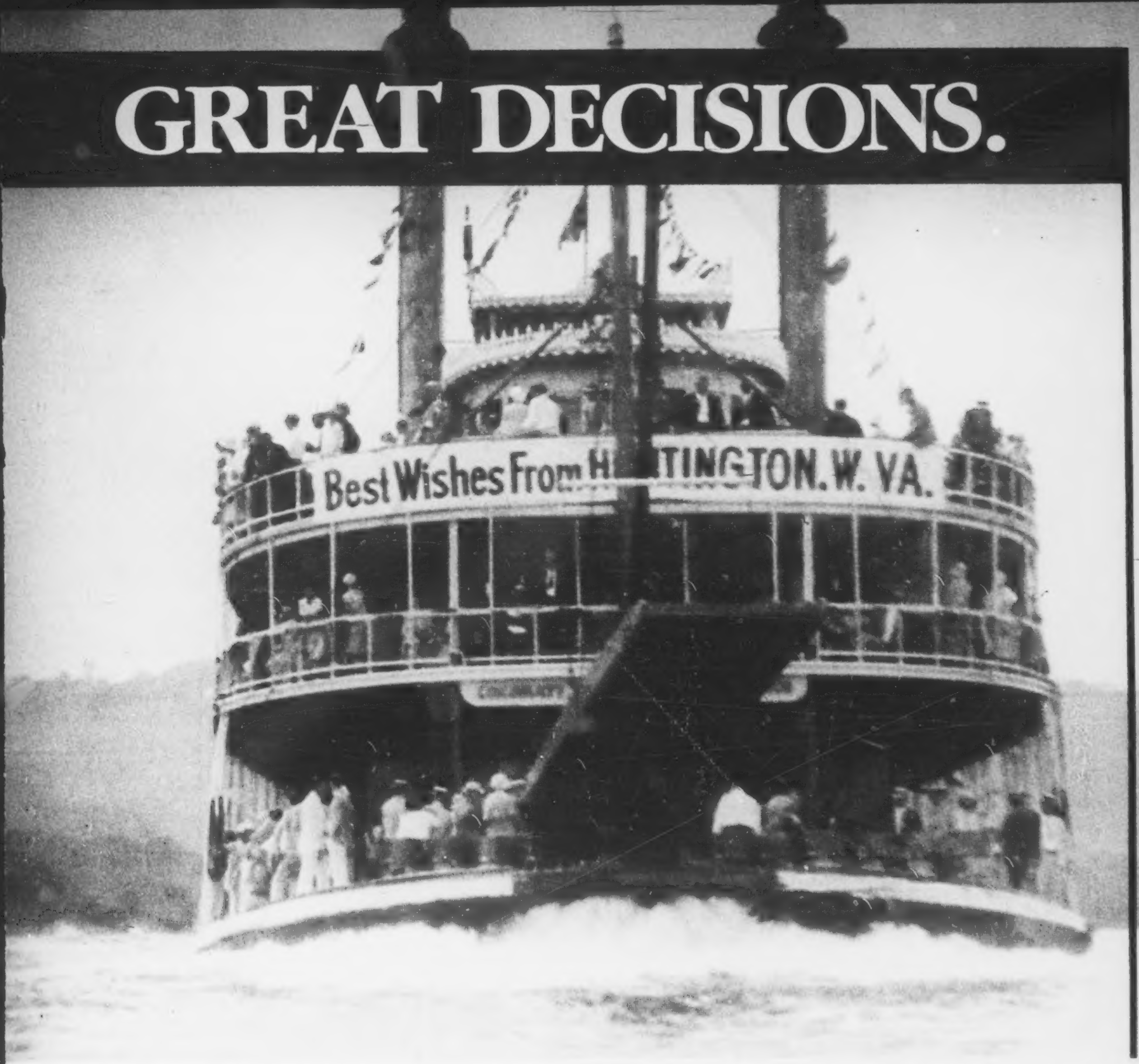

The race of success has long taken place along the vast waterways of AEP's 48,000 square mile service area. Today, our transportation network ranks among the world's finest. (Race of the *Tom Green* and *Betsy Ann* on the Ohio River from the collection of Captain Frederick Way, Jr.)

still make their way by barge economically and efficiently along our major water courses.

If your company is embarking on an expansion project, let the economic development experts at AEP help you navigate. We can give you accurate up-to-the-minute information on any of the 3,000 communities in the seven states we serve. The right information, without too much information.

Make AEP the first stop on your site selection journey. When it comes to providing meaningful information, no one moves faster than us. Write Andy Lowry, American Electric Power, 1 Riverside Plaza, Columbus, Ohio 43215. Or call (614) 223-2720.

AEP AMERICAN ELECTRIC POWER

The AEP Companies

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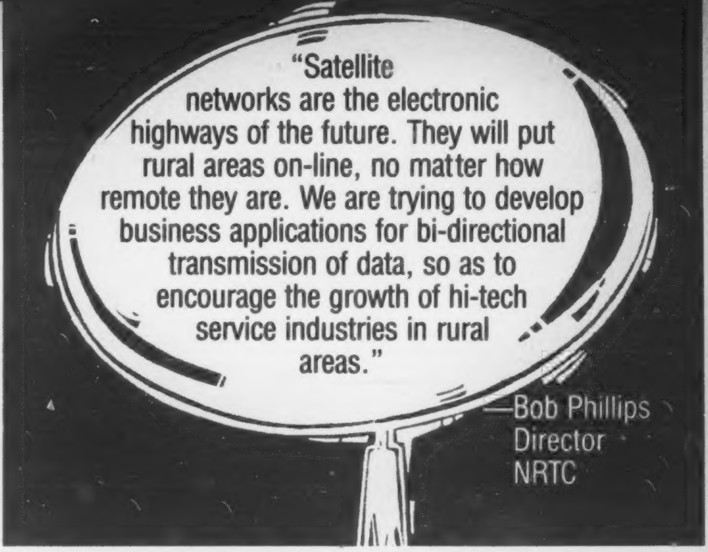
job. He is a highly respected national leader in Washington and spokesman for rural people all over the country. Bob Bergland understands that all rural development is local and that all successful programs are based on local leadership.



"Satellite networks are the electronic highways of the future. They will put rural areas on-line, no matter how remote they are. We are trying to develop business applications for bi-directional transmission of data, so as to encourage the growth of hi-tech service industries in rural areas."

—Bob Phillips
Director
NRTC

Understanding rural America

In addition to the usual problems of low density, rural areas have been hit by one or a number of the following complex problems: the farm crisis, the depressed state of manufacturing, oil, lumber and mining, an out-migration of rural people resulting in a diminished tax base, high unemployment, high poverty rates and a large proportion of substandard housing. But even with these difficult problems, the rural electric systems—an intact delivery system for economic development—have been very active and very successful in a broad range of locally initiated projects.

Much of the success of rural electric systems stems from an understanding that economic development is more than just industry attraction. It is not a system that would turn away an industrial prospect, but rather, they believe that economic development is made up of community and infrastructure development, retention and expansion of existing industries and businesses, business start-up, and industry attraction.

To back up this comprehensive philosophy NRECA provides technical and legislative assistance to member systems, as well as allied health screening and education through its Rural Health Network. Educational and telecommunications services are also provided through the National Rural Utilities Cooperative Finance Cooperation (CFC), an organization it helped form.

The whole is more than the sum of its parts, and each program reinforces the mission of improving the quality of life in rural areas. The national Rural Health Network headed up by Jane Mayfield works with rural communities on early prevention and detection of risks. Her team has developed highly respected programs on stress, breast cancer detection, osteoporosis, and has run health fairs focusing on early detection and wellness.

"It is amazing how people who would ordinarily avoid the health care system until they are very ill, come out to a rural electric system and have their blood pressure, cholesterol, and other tests, because they feel they are in a comfortable friendly atmosphere," says Mayfield.

Telecommunications equality

Rural electric systems have known for some time that unless their service territories have access to quality education, technical information, data transmission capabilities, and amenities like television, they would be at a great disadvantage economically. The need for advanced telecommunications capability was clear, and the National Rural Telecommunications Cooperative (NRTC) was formed. It is headed by Kansas rural electric attorney, Bob Phillips.

In a relatively short time, NRTC has put together an entertainment package, Rural TV, which includes The Disney Channel, HBO, as well as other sought-after channels. "It wasn't easy, but we felt it was essential to give rural people access to the same program choices that city folks have," says Phillips.

"We are working on providing instruction to rural schools in specialized areas where the schools do not have a qualified teacher. Some programs enable teachers to coordinate and manage a variety of courses that would not have been available to rural students."

Rural electric systems in Oklahoma and other parts of the country have given satellite equipment to schools in their local areas to help them gain access to educational programs. Schools have greatly appreciated the gifts and are convinced that rural electric systems are good neighbors. The biggest reward is the look on the children's faces as the world is brought into their classroom.

"Satellite networks are the electronic highways of the future. They will put rural areas on-line, no matter how remote. We are trying to develop business applications for bidirectional transmission of business data, to encourage the growth of hi-tech service industries in rural areas," adds Phillips. NRTC has received praise and support from Congress in making these ambitious plans a reality.

All development local

Economic development has been made a top priority by the nearly 1,000 rural electric systems nationwide, and the credit has to go to local people and their leadership ability.

NRECA itself accelerated its efforts in rural development when Bob Bergland came aboard five years ago. He and his staff have reawakened rural electric involvement. With the policy-making Committee on Community and Economic Development, and the managers and rural developers of member systems, there has been a full-court press to provide technical, planning and legislative assistance.

Aiming to have a trained economic developer at each member system and to have each system armed with a well thought-out strategic plan, the NRECA has developed a *Rural Com-*

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munity and Economic Development Manual with the Tennessee Valley Authority (TVA). The core of the manual is a comprehensive approach to working with rural communities. New chapters are published, depending on need.

In addition, a directory of rural electric economic development contacts has been sent to Fortune 1000 Corporation presidents. And, a book of successful projects, *Strengthening the Rural Economy*, has been widely circulated. In an attempt to provide rural developers with the latest techniques, NRECA's Economic Development Division runs conferences and seminars and is preparing multi-media tool kits for use by member systems on existing industries, business incubators, strategic planning, using resource teams, and infrastructure development.

Rural electric systems in Louisiana, North Carolina, and North Dakota have begun the process of developing business incubators, others have expressed strong interest.

Two specific programs have gained national attention: The resource team approach to local strategic planning, and the business incubator program.

Experience in several hundred rural communities has helped shape both programs. NRECA has been running sessions—with local congressmen, Mr. Bergland, and technical experts—to explain the process and the options open to the community. Hundreds of people come out to the meetings, sometimes to see the celebrities, but most often because of their genuine interest in their communities. I always make the last speech, which is a plea for them to bring in a resource team to help with planning.

The resource team

The resource team approach grew out of the Main Street program of the National Trust for Historic Preservation. It was broadened by the Texas Department of Agriculture, working with NRECA and rural electric systems in Texas.

The resource team was brought to Fisher County, TX last year and stayed for almost a week. The team toured the county and interviewed hundreds of people in all walks of life.

We listened and were amazed by the creative ideas the people had. We asked them three basic questions: What are the major problems, What projects would you like to accomplish in the short-term, and What projects would you like to accomplish in the long-term? The resource team (there at their own expense, through the cooperation of the Extension Service of the Department of Agriculture, the Farmers Home Administration, Southwestern Bell, NRECA, the Texas Dept. of Agriculture, and the administrative aide to a Texas state representative), organized the recommendations of the community.

In Fisher County, local people were involved; they became the critical part of the process, they volunteered to carry the projects forward and continued the effort after we left. Now, members of the original Fisher County team are invited to speak to other communities.

This kind of "strategic planning" creates a customized plan for each community.

Incubating small businesses

In the vital area of small business start-up, the NRECA Small Business Incubator Program is aiming to set up six to eight rural incubators over the next 18 months.

These incubators are set up to encourage and nurture small business development. They provide affordable rent, shared services, management assistance, and access to financing. There are approximately 300 incubators in the United States today. Almost all of them are in metropolitan areas.

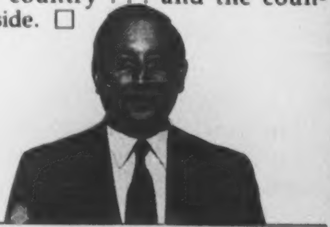
Rural electric systems in Louisiana, North Carolina, and North Dakota have begun the process of developing business incubators, others have expressed strong interest. The incubator reconnaissance team consists of two NRECA technical specialists, two incubator specialists from Pryde Roberts & Co., and an economic development specialist (provided by the Extension Service of the U.S. Department of Agriculture).

The team does a market and demand analysis for each community and a detailed development plan, which includes a definition of the business concept, recommended organization, site selection, cost estimation, and location, structural, rehabilitation/construction, and real estate analyses. In addition, the team has the capability to assist with packaging the financing. Incubator development often creates the need for resource team strategic planning and vice versa.

With this common sense approach to service, technical competence, decentralized delivery system, and motivated managers, the rural electric systems can point with some pride at their accomplishments in economic development.

Domestic and foreign businesses and site location people understand that the rural areas have a characteristic quality of life, land and hardworking people. They are well aware that when they are supplied by a rural electric system, as Honda, Nissan, IBM, Nu-Cor Steel and many other major corporations are, they can get to top management fast, while receiving both strong technical competence and outstanding service. NRECA has demonstrated its commitment to research and technology by bringing on board John Neal, formerly of the Electric Power Research Institute (EPRI).

Much of the future growth of the country will take place in rural areas. And, NRECA will continue to upgrade and expand its services, so that it can continue to have an important role in the future growth of the country . . . and the countryside. ☐



Dan Kamerman is manager of economic development for the NRECA, based in Washington, D.C. (202) 857-9500.

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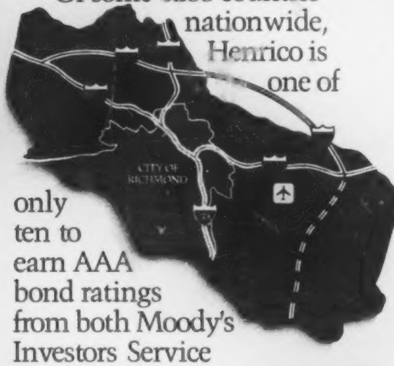
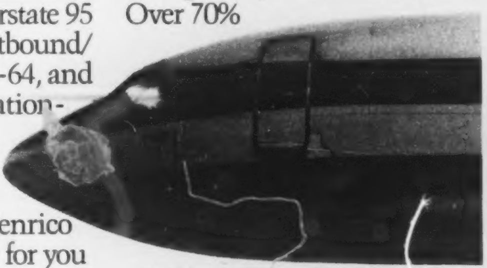


Of some 3200 counties nationwide, Henrico is one of only ten to earn AAA bond ratings from both Moody's Investors Service and Standard & Poor's. And recently *City & State* magazine, in ranking the country's top counties, listed Henrico among the top 40 "Financial Powerhouses" in America. No wonder four Fortune 500 companies already have their headquarters here.

Situated in the heart of the Eastern Seaboard, Henrico County puts your business within 500 miles of nearly half the nation's population. That's not far when you consider that this is where the Canada-to-Florida route of Interstate 95 intersects eastbound/westbound I-64, and where a major international airport has just undergone a $35 million expansion.



Even though Henrico County makes it easy for you to travel, you'll probably find yourself wanting to stick around. Many neighborhoods here include swim and racquet clubs, golf courses, and quiet parks. Right next door is historic Richmond, Virginia's capital, with its renowned monuments, museums, and cobblestone streets. And just two hours away are skiing in the breathtaking Blue Ridge Mountains and sunbathing on the beaches of the Atlantic.

When it comes to educating your children, Henrico's at the head of the class, boasting the only school system in the nation with five schools nominated in just two years for Presidential recognition. The educational resources here also strengthen your work force. Over 70% of all high school graduates in Henrico County go on to higher education. And they don't have to go very far to find it. Local community colleges offer industrial training programs, while a nearby university attracts one of the largest evening enrollments in the country. In addition, several other major universities are within an hour's drive.

If you're interested in how Henrico County can work for your business, just contact Frederick Agostino, Executive Director, Industrial Development Authority, at (804) 672-4211, or P.O. Box 27032D, Richmond, Virginia 23273. He'll be happy to send you information on a variety of specific sites, from office parks to industrial locations.

Then you'll have even more grounds for moving here.

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Port of New Orleans

Setting Sail On A Global Market

by Bill Fahrenwald

At the Port of New Orleans, as at many other ports around North America, a transformation is underway with industrial development changing from being an accommodation for basic industries into an exciting way for:

- International shippers to grow in the newly "globalized" international markets
- Ports to attract new, high-value cargo
- Cities to expand their economic and employment bases

Different ports, of course, take different approaches toward supplementing their regular docking, stevedoring, and cargo storage revenues with the rental and other income that can be derived from industrial developments.

Port of Long Beach

At some ports, like the giant Port of Long Beach, industrial development has to take something of a back seat to the pressing demands of container and general cargo facilities that make it one of the world's biggest ports.

"It is not viewed as the role of the port to directly seek industry to locate in our area," explains a port official. Rather, "the Port of Long Beach directly supports the efforts of others in working to draw industry to locate in this area."

And, as part of one of the largest regions of economic activity in the U.S., Long Beach tends to draw industry without having to actively seek prospects.

There are other ports, of course, that are not located quite so fortuitously. They have to work a little harder to attract industry.

Houston's approach

At Houston, for example, a local economy recently experiencing hard times has given port management a unique opportunity to develop a concept that is expected to attract substantial new general cargo business within the next couple of years.

"Houston's on the rebound," says William F. Colburn, director of channel development, Port of Houston Authority, in the spirit of adventure that characterizes the Lone Star State. Part of that rebound will result from the opening of the new Omniport—a joint development of port property that will revolutionize the handling of breakbulk, or general cargos, in the U.S.

Employing a battery of innovative techniques for handling bulk, boxed and bagged cargoes, the new Omniport will feature a massive "Spiralveyor" that will carry loose

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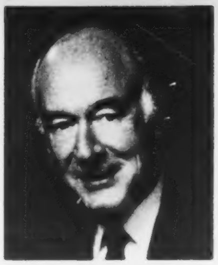

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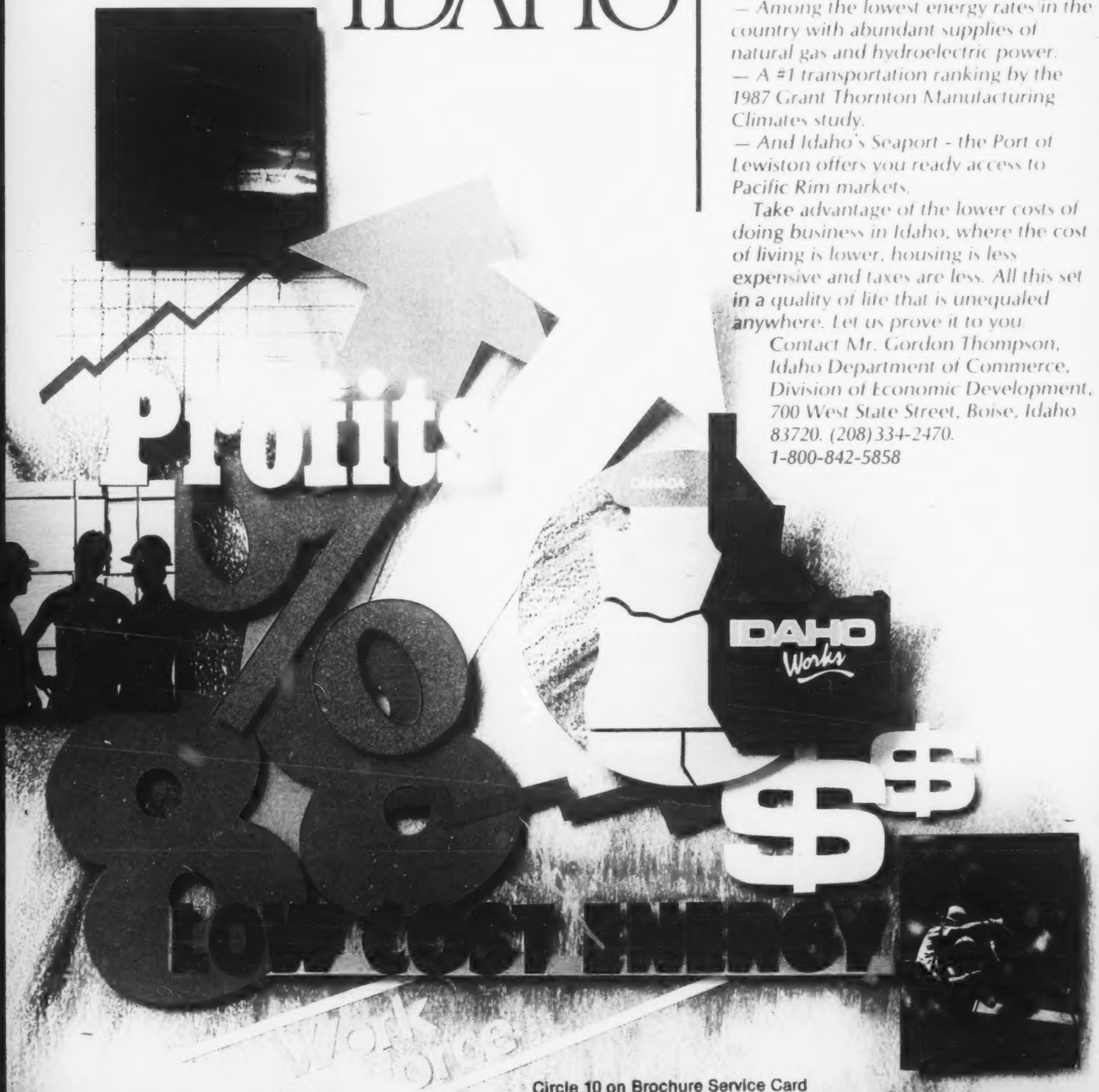

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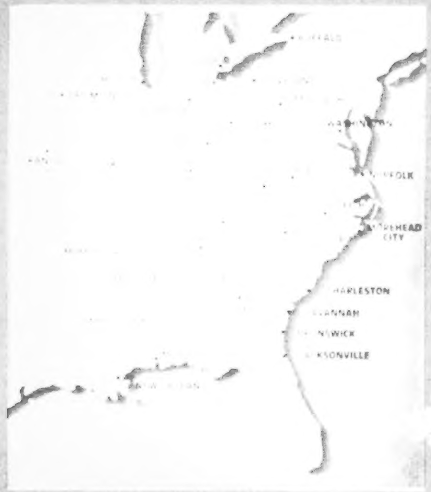
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Sears, Roebuck & Co.'s 80,000-square-foot distribution warehouse, located in one of the port's three Foreign Trade Zones, assures that Sears' imports—notably photographic and optical equipment from the Far East—will enter the U.S. through the Port of New Orleans.

Photo, Kent Patterson

packages between ship holds and a state-of-the-art warehouse and rail/truck loading facility. Once this $110 million facility is opened next year, officials expect to triple the efficiency of loading/unloading operations compared with conventional manual handling methods.

Despite this high-technology approach to attracting new business to Houston, Colburn explains that his port's overall approach towards industrial development is in many ways similar to that of Long Beach.

"Mostly we cooperate with Houston and Harris County entities that are better equipped to [attract industrial developments]."

Nevertheless, he emphasizes that the port provides a good climate for industry. "We have an excellent inland transportation infrastructure, we have a world-class port with service to the vast majority of other world-class ports, we have a large consumer population in this SMSA, and we have an excellent work force.

Further north and east along the Gulf Coast, the Port of New Orleans has faced problems somewhat similar to those of Houston.

A sluggish local economy has reduced the potential of increasing traffic for the port's hinterlands. And the advent of intermodal rail minilandbridge service has siphoned away much traffic to West Coast ports, from which traffic is carried in efficient, fast overland double-stack container trains—rather than taking the longer all-water journey to the Gulf through the Panama Canal.

The industrial development activities of the Port of New Orleans have tackled those problems foursquare.

Marketing strategies

Following a restructuring of port marketing strategy in 1986, management has "beefed-up" its approach to industrial development on port-owned property, says Patrick J. Gallwey, director of Port Planning and Facility Development, New Orleans.

In fact, the efforts made to attract new industry to the port are a combination that may be unique in the North American port community. The port is combining traditional incentives, including reduced taxes for new industries, state-provided labor training, Industrial Revenue Bond financing, and information services, with an aggressive program to attract industry that will not only produce revenue for the port, but which will build the local economy as well.

As an example, Gallwey points to retailing giant Sears, Roebuck & Co. and its 80,000-square-foot distribution warehouse, located in one of the port's three Foreign Trade Zones. Its location in New Orleans assures that Sears' imports—notably photographic and optical equipment from the Far East—will enter the U.S. through the Port of New Orleans.

In addition to the revenue the port gains from cargo moving over its wharves, and rental income from the property Sears occupies, the region benefits from the creation of additional jobs that could very well have been located somewhere else.

Port-generated incentives

How is the port attracting new industry in today's highly competitive market?

In part, it is willing to share some of the risk a new industry takes in setting up operations at a new location. Even after industries take advantage of the benefits from state job training ("In effect it guarantees a trained labor force when you open your doors," says Gallwey), 10-year industrial exemption from property taxes, Revenue Bonds and other incentives, they still face the challenge of riding out the peaks and valleys that characterize most businesses.

"So we offer incentive leases," Gallwey says. "Our leases certainly take into account the value of the land, but rather than settle on a fixed rental rate based on square footage, we encourage the success of our industrial developments by pegging lease rates to a company's activity. If the company is successful at producing their product the lease rate would escalate proportionately."

Major maritime player Avondale Shipyard is participating in one such lease. And the specifics of its provisions demonstrate the win-win approach the port has taken in dealing with its industrial clients.

"We had a shipyard that went out of business," Gallwey says. "After a long court battle we were able to get the property out of bankruptcy. Then we leased it to Avondale, which is a local company that builds ships and has contracts to repair U.S. Navy and Military Sealift Command vessels.

"At Avondale our incentive lease is based on the number of man-hours worked. The more man-hours worked, the more our lease revenue escalates. This way it's not so onerous for Avondale if their contracts decline, and if their business goes up they are happy to share their gains with us."

Another twist on the same theme is illustrated in an agreement with a major coffee importer that has located its warehousing and processing facility on port land. "Our lease gives them a credit on their rent if they bring increased volumes of coffee through the port," Gallwey explains.

Commission to brokers

Additionally, to attract new developments, the port has adopted a policy under which it will pay commissions to real estate brokers who bring in new industries. "This is a completely new effort to reach out to the real estate community," says Gallwey. "They have the built-in marketing already available."

All of these approaches are leading," Gallwey hopes, to one big positive result.

"We have over 1,500 acres of industrial real estate," he says. "Our rental revenue for 1988 from industrial property was about $2.5 million. And, generally our leases are free of maintenance or other expenses for the Port, other than administrative costs.

"We know that in the mid-1990s several of our old leases [some dating back 40 or 50 years] are going to come up for negotiation. We are trying to get a handle now on how many leases we'll renegotiate and what kind of increases are possible."

For new industrial developments, the port property offers the advantage of being "mature." Most sites have already been developed and offer full utility hook-ups and other necessary services.

> The port has adopted a policy under which it will pay commissions to real estate brokers who bring in new industries.

And the port does not restrict its plant location activities strictly to port-owned property. "We recently worked with the local utility companies on a big prospect a smelting operation, Gallwey says. "We were only too happy to help with information about ship and barge operations because to the extent that we can attract more jobs and industry to the area, we are making our market bigger."

In a world where the development of giant load center ports has threatened the health of smaller ports, strategies like those adopted at the Port of New Orleans can be beneficial to industries, ports and the regions they serve. International businesses should thoroughly investigate the benefits of these plant location strategies as a part of their efforts to remain competitive in the global trading game.

Bill Fahrenwald is editor of Intermodal Age, *based in Chicago.*

No Limit To Size of FTZ Developments

A recent announcement by the Port Authority of New York & New Jersey demonstrates that industrial developments within Foreign Trade Zones (FTZs) can be big—very big.

East Coast Warehouse and Distribution Corp. and its trucking affiliate, Safeway Trucking Corp., will construct a 356,000-square-foot, state-of-the-art distribution building at the Elizabeth Port Authority Marine Terminal. And that building will be just one part of a centralized area under lease to East Coast and Safeway totaling 896,000 square feet—all of it in the 2,100-acre Port Newark/Elizabeth-Port Authority Marine Terminal which is entirely designated as an FTZ.

Foreign Trade Zones offer importers the advantage of duty-free storage and manufacturing and alteration of products.

Additionally, while in an FTZ, imported goods may be mixed with domestic and/or foreign materials and used in assembly or manufacturing processes often resulting in production of finished goods which are subject to lower duty rates than the component parts would be separately.

In addition to the FTZ benefits, Samuel Weber, president, Safeway Trucking, cites other advantages of the new warehouse location. "Our strategic seaport locations, adjacent to the New Jersey Turnpike, the interstate highway system, and Newark International Airport, are ideally suited for our national and international distribution network by land, sea or air."

Continuing East Coast and Safeway operations at the Port include the storage and distribution of imported food and confectionery products and other compatible general freight. Most of the company's warehouse space is insulated and U.S. Customs bonded, and 85 percent of that is under electronic temperature control.

—B.F.

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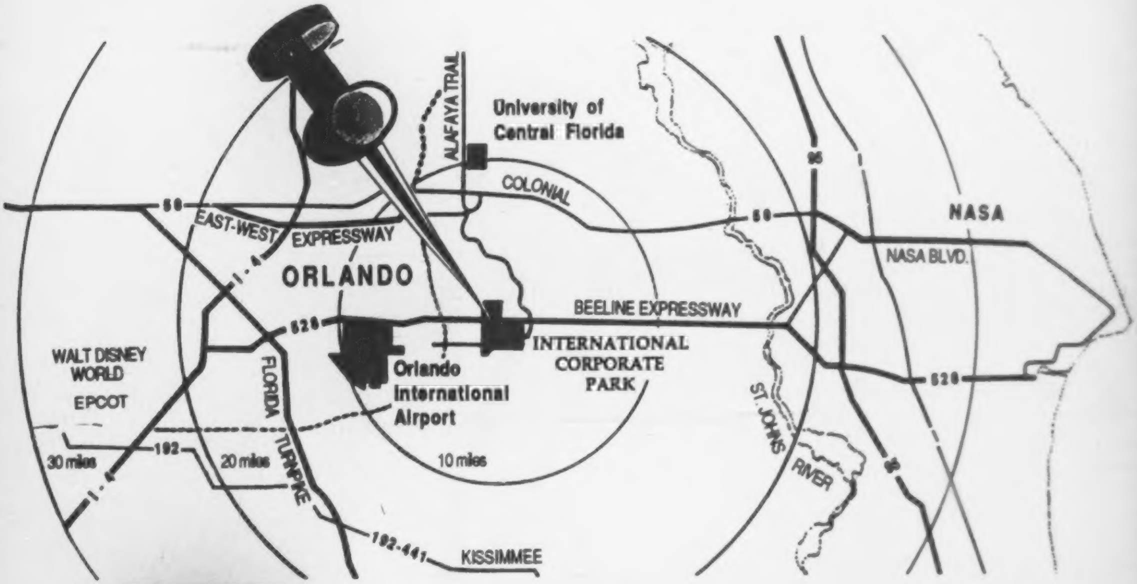

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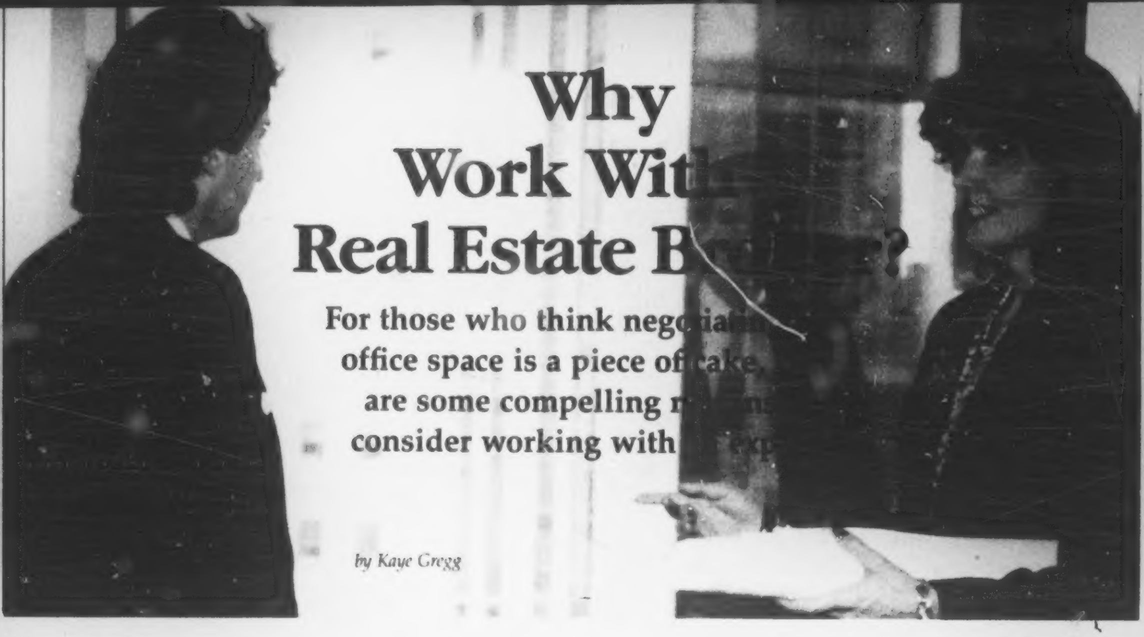


Why Work With[illegible] Real Estate B[illegible]?

For those who think negotiati[illegible] office space is a piece of cake, [illegible] are some compelling r[illegible] consider working with [illegible] exp[illegible]

by Kaye Gregg

Ever hear about a business owner who proudly boasts of negotiating three month's free rent for new space, then learns that most landlords in the market offer a year's free rent to new tenants?

What about a firm that signs a lease with seemingly favorable concessions and square-foot rental rates in a new building before the property is fully assessed, only to be hit with an unexpected proration after the real estate tax rate for the building is finalized?

Do the above examples sound familiar? They're not uncommon; they're only two of the many perils a business can encounter when searching for office space. Unfamiliarity with real estate concepts, the market, leasing contingencies and terminology (such as expense stops, pass-throughs, and amortized costs) places a tenant in a disadvantaged negotiating position, often resulting in costly misunderstandings.

Then there are the bugaboos of leasing the appropriate amount of space. Does a lease offer flexibility and options for expansion? What happens if too much space is taken? Does the lease permit subleasing for early termination?

So, choosing a location and comparing rents of buildings in selected areas is no longer enough in a relocation—a wide range of expertise is required to evaluate all the factors involved. Problems that arise in the relocation process can be minimized by a business owner or manager who understands the value of an experienced commercial real estate tenant representative.

An agent's goal is to assist the tenant/client by consulting on the decision-making process. This involves helping the company select the property that best suits its needs and then working with the property owner to negotiate a lease package that works well for both parties. The tenant representative is trained to deal with the legal, financial, and construction practicalities, as well as the basic real estate matters involved in a transaction.

By adding the right broker to its team, a company has a player who can knowledgeably deal with the intricacies of office relocation.

Market overview

After reviewing a client's lease and space requirements, the broker uses a data bank that is continually updated to compile a comprehensive list of available and planned space that meets the tenant's prerequisites. The data on these office properties would typically provide information on product quality, ownership, property management, current lease terms and conditions, and floor efficiencies, as well as other pertinent facts.

The tenant representative would then evaluate the data and consider the emerging market trends and their effect on the tenant, thus narrowing down the suitable choices. Now, the client's executives can tour just those prospective buildings that meet their requirements.

Financial planning and analysis

At this point, the agent can provide financial information to ease the client's decision-making process. This financial planning usually includes: computer-based lease analysis, review of both income tax implications and real estate tax projections, landlord concessions, and financial terms to accommodate the tenant's needs. In addition, the tenant representative can consider ancillary items, such as costs of moving, computer systems, telephone systems, and furniture.

And, because most tenants are not experts in real estate rhetoric, the broker can untangle the financial jargon and reword it in understandable terms.

Lease negotiation

When a location decision has been made, the broker can asssist in negotiating the lease. The agent knows the current and future rental market, as well as the lease document itself, which enables him to establish a better bargaining position for the tenant.

This bargaining usually follows two stages. The first is the negotiation of the business terms of the deal, including such elements as the financial terms, options to expand, termination option, and whether or not the tenant's name appears on the building. The second stage involves the lease document itself, to ensure that all the elements discussed in the first stage are reflected in the final contract.

A broker's negotiating expertise can provide better leasing terms for the tenant in often-forgotten areas. Are there hidden costs in preparing the space for occupancy? A broker looks at the construction allowances and/or expenses, share of increase in building operating costs, sublease profits, janitorial and maintenance agreements, cancellation rights, and amenities such as health-club memberships and parking rights.

> **A broker's negotiating expertise can provide better leasing terms for the tenant in often-forgotten areas.**

During the lease negotiations, a broker is able to discuss and identify the client's requirements and present them in a clear, precise manner, using the industry's particular language and terms that the property owner will understand. A property owner can appreciate that, with an agent in place, the lease process can work in a smooth, organized pattern, unencumbered by unrelated items and miscommunication.

Construction and building analysis

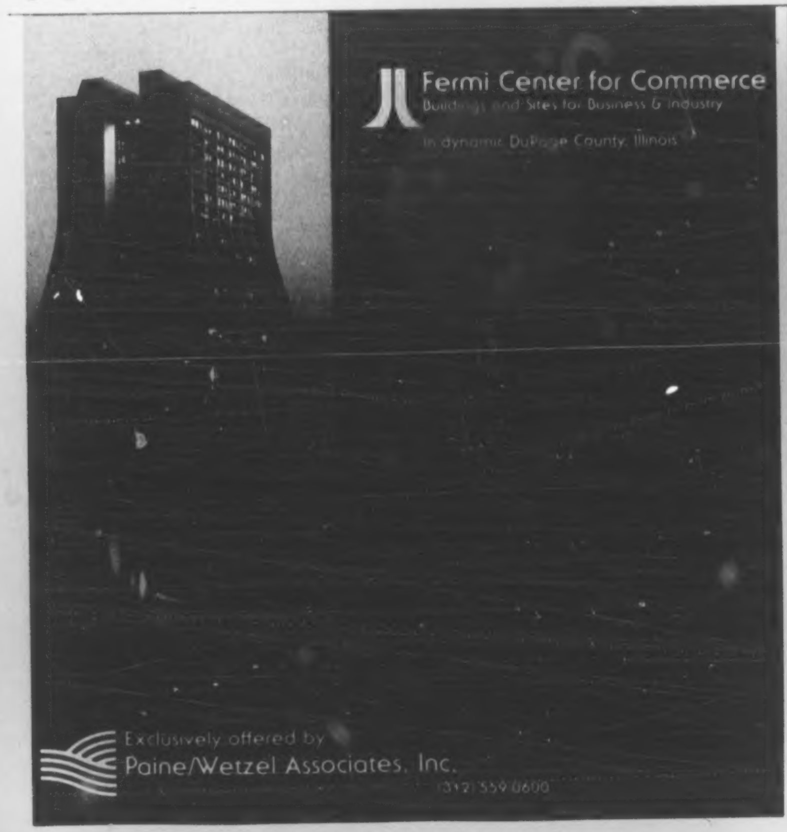
Building design and structural systems are often crucial to a client's relocation decision. The tenant representative, together with consultation from architects and space planners, will review the building's features as part of the equation to gain the most efficient amount and allocation of space dictated by the tenant's business. If improvements are needed and additional construction costs required, the agent will negotiate and attempt to minimize these costs and ensure that the tenant is billed appropriately.

During the construction phase, the broker will often consult with the tenant and can help ensure that the premises are constructed as planned. He or she can work with the tenant and the building's management team to solve any problems. The broker can also assist with preparation for move-in by recommending moving companies, telephone systems, and furniture and design consultants.

The agent brings one more benefit to the company embarking on an office space search: Little or no cost. Fees are paid by the building owner upon the signing of the lease.

In essence, real estate is an information business. A relocation decision requires current, accurate information that must be presented and interpreted properly to gain a balance between costs and space requirements. Without professional counsel, it is a process that often leads the tenant to realize too late that price and value are not synonymous. ☐

Kaye Gregg is a vice president in the Corporate Real Estate division of U.S. Equities Realty Inc. in Chicago.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For a free video cassette about Pensacola, call or write Mickey Moseley at the Committee of One Hundred, Pensacola Area Chamber of Commerce, Post Office Box 550, Pensacola, Florida 32593 (904/438-4081).

Pensacola
Florida's First Place City

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Name of Company
Address
City, State, Zip

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How to use

Plant Location is a statistical workbook for industrial and office site selectors just starting the search for a new location. It offers statistics on labor, taxes, population, raw materials, and more, for each U.S. state and Canadian province. The book can be used to compare information on different states and cities or to find information on a specific area.

Here is a rundown of the information *Plant Location* contains—what it is and how it can be used.

Transportation index

This section is divided into three sections: Ports, Railroads, and Foreign-Trade Zones.

Ports. The ports section lists names and addresses of contacts at United States and Canadian seaports. The listings are broken down by census region and then by state in the U.S., and by province in Canada. The contacts are good sources of information on their port districts' services, industries, and specifications.

Railroads. The railroad section lists development and real estate contacts at United States and Canadian general-freight common-carrier railroads. The listings are broken down alphabetically and list contacts with information on rail service and railroad properties in their areas.

FTZs. The foreign-trade zones section is broken down by zone project, with the city or county appearing after the zone location. The contact name given is either the zone operator or an employee of the zone grantee. The contacts are primary sources of information on their individual zones.

(Note: The term foreign-trade zone refers to a port area where foreign goods can be stored without customs or duties being levied on them until the goods leave the zone.)

State & Province Listings

The United States section is divided into nine census regions and then divided alphabetically by state. The Canadian section is divided into provinces.

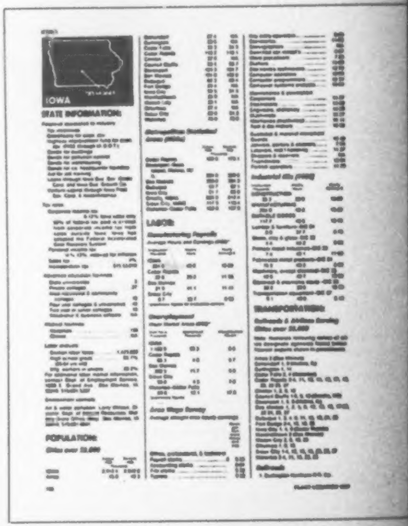
STATE INFORMATION.

State & province information gives a rundown of the state or province's attitude toward business by listing such information as business incentives, tax rates, and labor information. It also covers such quality-of-life factors as educational facilities, medical facilities, and environmental contacts.

POPULATION.

Cities over 25,000. Population figures are given for cities over 25,000, with a comparison made between the 1980 census (in Canada, the 1981 census) and the current estimate.

MSAs. Population figures are also given for the state or province's metropolitan areas. These areas in the U.S. are classified as Metropolitan Statistical Areas (MSAs)—with an exception in one region. MSAs are metropolitan areas with a large population nucleus (a city with 50,000 or more inhabitants, or a census bureau-defined urbanized area of at least 50,000 inhabitants and a total MSA population of at least 100,000) and with adjacent communities having a high degree of economic and social integration with that nucleus. They include a central county or counties and possible adjacent counties with at least 50% of their population in the urbanized area.



The one exception is New England, where metropolitan areas are classified as New England County Metropolitan Areas (NECMAs). NECMAs are unofficial areas broken down by county, instead of by city or town, which conform with MSA criteria.

In Canada, these metropolitan

this directory

areas are classified as Census Metropolitan Areas.

Some MSAs are designated PMSAs (Primary Metropolitan Statistical Areas) as well. PMSAs are separate component areas defined with metropolitan complexes of 1 million or more population if specified criteria are met.

Labor.

Manufacturing payrolls. Labor figures are given for manufacturing payrolls in selected metropolitan areas. The figures are preliminary for production workers, are not adjusted for seasonal variations (holiday seasons, etc.), and give hourly earnings, average weekly hours worked, as well as the total number of employees.

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Area wage survey. Hourly earnings are given for specific office, maintenance, and custodial workers in the area wage survey. The survey looks at one or more major market areas in the surveyed states; the figures serve as bases of comparison with wages in other areas.

Unemployment. Unemployment figures are given for selected metropolitan areas, and offer preliminary figures for the number of people in the area, the number of unemployed, and the percentage of unemployed.

Industrial mix. Industrial mix figures give average hourly earnings, weekly hours, and number of people employed for industries in Standard Industrial Codes (SIC) 20 to 39, which encompass manufacturing industries.

Transportation.

Transportation information outlines the railroads and airlines that service cities over 25,000. The nearest airport is given for those cities without airports of their own.

Raw materials.

Raw materials figures give the annual mineral production for each state by quantity and by dollar value. In the U.S., production is measured by mine shipments, sales, or marketable production (including consumption by producers). Surveys were prepared by regional offices of state activities.

In Canada, data relating to metal mines, non-metal mines, and sand pits and quarries originate from surveys conducted by the federal Department of Energy, Mines, and Resources.

This information not only indicates the availability of raw materials in the state or province, but also the importance of raw materials and mining to the economy of the area.

Utilities.

Utilities information outlines the electric and gas utilities that service the state or province's cities over 25,000. Addresses for the utilities are given, and so are addresses for utilities that service cities under 25,000, when applicable. These utilities are valuable contacts for information on their areas—many have their own development departments and offer location incentives.

Climate.

Climate figures are given for January and July—the heating and cooling degree days—in select cities. These figures can aid in computing heating and electrical expenses in an area, and they shed some light on the quality of life in the area.

Development counselors.

Development counselors are key contacts in the state or province's development agency, as well as in selected areas. These contacts are professionals in the business of assisting site selectors. The contacts listed in bold face have advertisements in the magazine; check the Advertisers Index at the back of the book for page numbers of these ads.

Associations

Where they are, what they do, Who to talk with, and how they can help

An association can be an excellent starting point for a site selector gathering information on a particular industry or region. Association members are professionals and are experts on trends and new developments in their fields. In many cases, associations have helpful publications and research reports available.

The following is a list of associations that are related to the site-location field. The listings are alphabetical and give a contact name, an explanation of the association, and an outline of the services available.

American Association of Port Authorities

1010 Duke Street
Alexandria, VA 22314
(703) 684-5700

Contact: Erik Stromberg, president
Purpose: To provide an organizational resource to the ports of the western hemisphere. It is an association dedicated to the service of the port industry and to the professionalism of port managers.
Services: Researches topics pertinent to companies locating in a port district, such as port safety; port rules and regulations; planning, design, construction, and maintenance of landside port structures.

Associated Builders and Contractors, Inc.

729 15th Street, N.W.
Washington, DC 20005
(202) 637-8800

Contact: John Pannullo, industry relations
Purpose: A national trade association representing 18,000 merit-shop member firms in 80 chapters across the United States.
Services: The "Construction Buyer's Service"—a free, computerized data bank containing over 7,000 general contractors and subcontractors' profiles to help owners locate qualified contractors for their projects.

American Economic Development Council

Chicago O'Hare Aerospace Office Center
4849 North Scott Street
Suite 22
Schiller Park, IL 60176
(312) 671-5646 Fax: (312) 66671-1439

Contact: James Ahr, president
Purpose: Professional career growth and advancement of economic and industrial developers.
Services: Offers a wide variety of continuing education programs and publications, to foster improved practices in site selection and economic development technique.

American Society of Real Estate Counselors

430 North Michigan Avenue
Chicago, IL 60611
(312) 329-8427

Contact: Lois Hofstetter, exec. vp
Purpose: The Society was founded to address the public need for competent, unbiased advice, professional guidance and sound judgment on the diversified problems encountered in the broad field of real estate.
Services: Counselor of Real Estate (CRE) designation, CRE member directory, networking, educational meetings, public awareness, publications.

Building Owners and Managers Association

1250 Eye Street, N.W.
Washington, DC 20005
(202) 289-7000

Contact: Alton Penz

Purpose: To advance by all appropriate means the interests of building ownership as a business enterprise and as a leading industry, and in so doing, to raise the standards and enhance the status of building management as a calling.

Services: The "Building Planning Service"—an advisory service to members and others who are planning to construct or renovate an office building or mixed-use complex. The service helps the owner or developer objectively evaluate an office building project before construction begins.

Edison Electric Institute

1111 19th Street, N.W.
Washington, DC 20036
(202) 778-6561

Contact: Sally Hooks, mngr., commercial & indiv. services

Purpose: The association of electric companies—providing a forum for the exchange of ideas and a national focus for issues critical to the industry's future.

Services: Offers information and research on fuel source options, conservation, and energy efficiency. The free location assistance directory offers utility contacts, with electric rates and service area information.

Free Zone Authority, a Div. of The Services Group, Ltd.

1815 North Lyn Street, Suite 200
Arlington, VA 22209
(703) 528-7444

Contact: Mark Frazier, president

Purpose: Established in 1980 to promote the development and use of tax-free trade zones worldwide, by serving as a "one-stop" center for planning management, financial and marketing services.

Services: FZA has assisted a variety of multinational firms in assessing offshore zones as locations for direct investment and/or subcontracting in such fields as telecommunications, informatics, electronics, and apparel operations.

Industrial Developers Association of Canada

1645 Pierre Place
Mississauga, Ontario L5J 3G6
(416) 822-8771

Contact: Marilyn J. Austin, exec. director

Purpose: To establish and maintain the highest standard of industrial and economic development through the implementation of educational programs, the exchange of information, and the advancement of skills and knowledge of those in the profession in Canada.

Services: Educational programs to foster improved site selection. Publishes directory of development contacts.

International Facility Management Association

11 Greenway Plaza, Suite 1410
Houston, TX 77046
(713) 623-IFMA

Contact: Valerie Hail

Purpose: A professional society of facility managers and facility professionals. Provides continuing education, professional recognition, employment assistance, and access to information services.

Services: Provides a network for information concerning development, site recommendations, and facility planners and consultants.

Japan-U.S. Trans Associates

P.O. Box 2894
West Lafayette, IN 47906
(317) 463-2093 Fax: (317) 497-0317

Contact: Linda Hasegawa, director

Purpose: Building Japanese-American business relations. Through "Bridging the Gap" seminars, offers education about: Japanese culture, what Japanese companies expect from Americans, how to make initial contact with potential clients, how to host and communicate with the Japanese.

Services: On-site seminars, translation/interpretation, intensive Japanese course, relocation training for Japanese and Americans, site location consultation, general consulting and research.

Mid American Economic Development Council

4849 North Scott Street, Suite 22
Schiller Park, IL 60176
(312) 671-5282

Contact: James Ahr, exec. director

Purpose: To promote the interests of economic development in the states of Indiana, Illinois, Iowa, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Services: Offers an annual membership directory of economic development specialists in the 10 member states. Also provides seminars on current trends in economic development.

National Association of Development Organizations

400 N. Capitol Street, N.W.
Suite 372
Washington, DC 20001
(202) 624-7806

Contact: Aliceann Wohlbruck, executive director

Purpose: Promotes economic development in small cities and rural areas. Coordinates public and private sectors, including: multicounty planning and development organizations; state, county and city agencies; educational institutions; and private business.

Services: Weekly newsletter, special reports on development issues, early warning on congressional activities, information services, regional training workshops, annual conference.

National Association of Industrial & Office Parks

1215 Jefferson Davis Highway
Suite 100
Arlington, VA 22202
(703) 979-3400

Contact: Sid Peters, exec. vp

Purpose: Promote member education, interaction and communication for the advancement of the individual and betterment of the industry.

Services: Have included medical

group insurance, association credit cards, book and publication sales, auto rental, mailing list sale, exhibit and trade shows, project plan analysis. Supports an information and research center.

National Association of Installation Developers

P.O. Box 2145
Northbrook, IL 60065
(312) 272-3930

Contact: Donald Walker, exec. director

Purpose: NAID was established in 1978 as an independent, non-profit association of organizations and individuals active in the commission, re-use and development of former federal installations.

Services: Publications, annual conference, legislation, membership directory, information.

National Business Incubation Association

One President Street
Athens, OH 45701
(614) 593-4331

Contact: Dinah Adkins, exec. director

Purpose: To provide information to members and others on the U.S. small business incubation industry; to research and promote this industry.

Services: Publications include: a newsletter, technical reports, directory of small business incubators.

National Council for Urban Economic Development

1730 K Street, N.W.
Washington, DC 20006
(202) 223-4735

Contact: Jeffrey A. Finkle, exec. director

Purpose: To help the economic revitalization of U.S. cities; specifically, helping to develop policies for local economic development and tested techniques in stimulating economic growth. Identify and make maximum use of research in this area.

Services: Offers a clearinghouse for information on economic development problems and solutions. Annual conference and several technical regional conferences. Twice-monthly newsletter, quarterly magazine and legislative reports to members. Technical advisory service for site selection.

National Rural Electric Cooperative Association

1800 Massachusetts Avenue, N.W.
Washington, DC 20036
(202) 857-9562

Contact: Dan Kamerman, economic development manager

Purpose: Represents, 1,000 consumer-owned, non-profit cooperative electric systems.

Services: Provides building information and community data. Can develop cost-efficient energy plans for sites, and can provide incentive and start-up rates. Also offers directory of professionals, resource teams, incubator development teams, directory of federal programs, REA grants and loans.

Society of Office and Industry Realtors

777 14th Street, N.W.
Washington, DC 20005-3271
(202) 383-1150

Contact: Nancy B. Bryant, exec. vp

Purpose: To advance professionalism, increase marketing capabilities, and see that a high ethical standard is maintained by its members in order that they continue to competently serve the industrial and office real estate needs of corporate, institutional and individual clients.

Services: Offers publications, including: *Guide to Industrial and Office Real Estate Markets* (annual, pub. in early spring); *Guide to Industrial Site Selection*; *Industrial Real Estate*, 4th ed. (textbook); *SIOR Reports* (Society newsletter); *The 1989-90 Executive Guide to Specialists in Industrial and Office Real Estate*; SIOR member directory; *Perspectives* (bimonthly scholarly monograph).

Society of Real Estate Appraisers

225 North Michigan, Suite 724
Chicago, IL 60601-7601
(312) 819-7601

Contact: Robert E. Palmer, exec. vp

Purpose: Train and designate practicing real estate appraisers who can earn the SRA (Senior Residential Appraiser), SRPA (Senior Real Property Appraiser), or SREA (Senior Real Estate Analysis) designation.

Services: Designated members offer expertise in the appraisal and analysis of all types of real property: residential, commercial, industrial, investment, and special-purpose.

Southern Industrial Development Council

1649 Tullie Circle, N.E., Suite 105
Atlanta, GA 30329
(404) 636-0969

Contact: Robert B. Cassell, executive director

Purpose: To advance, through educational and professional efforts, the industrial development of: Alabama, Arkansas, Florida, Georgia, Kansas, Kentucky, Louisiana, Maryland, Mississippi, Missouri, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, West Virginia, and the District of Columbia.

Services: Distributes general-interest brochures and generates programs designed to upgrade the industrial development profession. Also has an annual directory of development contacts.

Urban Land Institute

1090 Vermont Avenue, N.W.
Suite 30
Washington, DC 20005
(202) 289-8500

Contact: Andrea C. Stoken, public affairs assistant

Purpose: Established in 1936 as a nonprofit research and education organization dedicated to improving the quality of land use planning and development. Members of the Washington, D.C.-based institute include land developers, architects, city planners, financiers, academicians, and others.

Services: Information source for land use planning and development in the U.S. The institute has published more than 100 books on land use and development. ULI sponsors semiannual meetings & training, advises communities, and maintains ongoing research which provides information on trends, practices, policies, and regulations. □

SOURCES

LISTING OF PLANT LOCATION INFORMATION CATEGORIES WITH SOURCE MATERIAL

STATE INFORMATION:

The information is supplied by the research departments of state and provincial development agencies.

DEVELOPMENT COUNSELORS:

U.S.: *Plant Location* internal sources.

Canadian: Membership list of the Industrial Developers Assn. of Canada (350 Sparks St., Ste. 602, Ottawa, Ont. K1R 7S8).

Ports: Membership list of the American Assn. of Port Authorities Inc. (1010 Duke St., Alexandria, VA 22314).

FTZs: Roster of the U.S. Foreign Trade Zone Board (U.S. Dept. of Commerce Bldg., Washington, DC 20230).

POPULATION:

Cities over 25,000/ Metropolitan Statistical Areas (MSAs): Census figures for U.S. are from *1980 Census of Populations, Final Reports,* Number of Inhabitants PC (1)A Series C3.223/5:970/1A through 58A (Bureau of the Census, U.S. Dept. of Commerce). Canadian census figures are from *1981 Census of Canada,* Catalogue 92-754 (Statistics Canada, Ottawa K1A 0T6). Estimates for 1988 are from *Sales & Marketing Management Survey of Buying Power,* July 1988 (copyright 1988, further reproduction prohibited).

TRANSPORTATION:

Railroads: *The Official Railway Guide North American Freight Service Edition,* Jan./Feb. 1989, Vol. 121, No. 4; and *The Pocket List of Railroad Officials,* 3rd Quarter 1987, Vol. 93, No. 3 (International Thomson Transport Press, Inc., 424 W. 33rd St., New York, NY 10001).

Airlines: *North American Travel Planner & Hotel/Motel Guide,* Dec. 1988-Feb. 1989, Vol 30, No. 4 (Official Airline Guides, Inc. 2000 Clearwater Dr., Oak Brook, IL 60521).

UTILITIES:

Electrical: *Electrical World Directory of Electric Utilities,* 1987-88 Edition (McGraw Hill Book Co., 1221 Ave. of the Americas, New York, NY 10020).

Gas: *Brown's Directory of North American Gas Companies,* 1986 Edition (Harcourt Brace Jovanovich, 1 E. 1st St., Duluth, MN 55802).

LABOR:

Manufacturing Payrolls/Unemployment: U.S. figures from *Employment & Earnings,* Dec. 1987, Vol. 34, No. 12 (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212). Canadian figures from the Labor Division, Statistics Canada, Jean-Talon Bldg., Tunney's Pasture, Ottawa, Ontario K1A 0T6.

Industrial Mix: U.S. figures from Bureau of Labor Statistics (Government Accounting Office Bldg., 441 G Street, N.W., Washington, DC 20212). Canadian figures from *Employment, Earnings and Hours,* Aug. 1988, Cat. 72-002, Vol. 66, No. 8 (Statistics Canada, Ottawa, Ontario K1A 0T6).

Area Wage Survey: *Area Wage Survey Bulletins* (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

RAW MATERIALS:

U.S.: Mineral Industry Surveys (U.S. Dept. of the Interior, Bureau of Mines, 2401 E. St., N.W., Washington, DC 20241).

Canada: *Canada's Mineral Production,* Catalogue No. 26-202 (Energy, Mines & Resources Canada, Ottawa K1A 0T6).

CLIMATE:

U.S.: *Climatography of the U.S., No. 81, Monthly Normals of Temperature, Precipitation, & Heating & Cooling Degree Days 1951-1980,* U.S. Dept. of Commerce, National Climatic Center.

Canada: Canada Year Book (Statistics Canada, Ottawa K1A 0T6).

Explanatory note: The degree-day unit used in the U.S. represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65° F.

Key to abbreviations:

NA	Not available
Cty.	County
Ind.	Industrial, industry
Comm.	Commerce, community
Coord.	Coordinator
Cmsn./Cmsr.	Commission/Commissioner
Auth.	Authority
Kg	Kilogram
g	Gram
Reg.	Regional, region
Mgr./Mgt.	Manager/Management
Op.	Operation
Plnr./Plng.	Planner/Planning

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State Enterprise Zone Coordinators

Since 1981, 38 states have enacted enterprise zone legislation. Typical state incentives have included: employer and employee tax credits, disadvantaged worker hiring tax credits, inventory credits, capital gains tax exemptions or credits, employee training expense credits, investment tax credits, day care credits, venture capital funds, loans and loan guarantees, and sales and use tax exemptions or credits.

The following is a list of states with enterprise zone legislation as of January this year, along with appropriate contacts.

Alabama

Charles Reynolds
Enterprise Zone Coordinator
Dept. of Economic & Community Affairs
3465 Norman Bridge Rd.
Montgomery, AL 36125-0347
205/284-8777

Arizona

Mobin Qaheri
Senior Economic Specialist
Arizona Department of Commerce
1700 W. Washington, 4th Floor
Phoenix, AZ 85007
602/542-3866

Arkansas

Paul Hogue
Enterprise Zone Coordinator
Arkansas Industrial Development Commission
One State Capitol Mall
Little Rock, AR 72201
501/682-7384

California

Paul Hiller
Enterprise Zone Program Manager
Department of Commerce
1121 L St., Suite 600
Sacramento, CA 95814
916/324-8211

Colorado

Evan Metcalf
Colorado Dept. of Local Affairs
1313 Sherman Street, Room 518
Denver, CO 80203
303/866-2205

Connecticut

Shyama Jaipershad
Enterprise Zone Program Manager
Dept. of Economic Development
210 Washington St.
Hartford, CT 06106
203/566-7606

Delaware

Dorothy Sbriglia
Senior Bus. Development Rep.
Delaware Development Office
99 Kings Highway
Dover, DE 19903
302/736-4271

District of Columbia

John Moore
Development Zones Coordinator
Office Deputy Mayor for Economic Development
District Building
Washington, DC 20004
202/727-6365

Florida

Priscilla Howard
Community Assistance Consultant
Dept. of Community Affairs
2740 Centerview Drive
Tallahassee, FL 32399-2100
904/488-3581

Georgia

Walter R. Huntley, Jr.
President
Atlanta Economic Development Corp.
230 Peachtree St., Suite 1810
Atlanta, GA 30303
404/658-7000

Hawaii

Thomas J. Smyth, Head
Dept. of Planning and Economic Development
P.O. Box 2359
Honolulu, HI 96804
808/548-4608

Illinois

Marci Buettgen
Chicago Coordinator for Program Administration
Dept. of Commerce & Community Affairs
State of Illinois Center
Chicago, IL 60601
312/917-4075

Jeffrey Johnson
Enterprise Zone Program Manager
Dept. of Commerce & Community Affairs
620 East Adams Street, 5th Floor
Springfield, IL 62701
217/785-6128

Indiana

Rob Hedding
Director, Enterprise Zone Program
Dept. of Commerce
One North Capitol, Suite 700
Indianapolis, IN 46204-2248
317/232-8786

Kansas

Frances Squyres
Community Development Specialist
Department of Commerce
400 Southwest 8th St., 5th Floor
Topeka, KS 66603
913/296-3485

Kentucky

Sara Bell
Enterprise Zone Coordinator
Dept. of Economic Development
Capitol Plaza Tower, Suite 2300
Frankfort, KY 40601
502/564-7140

Louisiana

Robert Paul Adams
Director, Finance Division
Dept. of Commerce
P.O. Box 94185
Baton Rouge, LA 70804-9185
504/342-5398

Laverne Jasek
Enterprise Zone Coordinator
Dept. of Commerce
P.O. Box 94185
Baton Rouge, LA 70804-9185
504/342-5402

Maine

Mia Purcell
Assistant Director
Office of Community Development
193 State Street, SHS #130
Augusta, ME 04333
207/289-3154

Maryland

Jerry Wade
Enterprise Zone Administrator
Dept. of Economic & Employment Development
217 East Redwood St., 11th Fl.
Baltimore, MD 21202
301/333-6950

Michigan

John Iverson
Enterprise Zone Administrator
Michigan Dept. of Commerce
525 West Ottawa
Lansing, MI 48909
517/335-2108

Minnesota

Tom Helgesen
Economic Development Specialist
Dept. of Trade & Economic Development
900 American Center Bldg.
St. Paul, MN 55101
612/297-1363

Mississippi

Jim Craig
Dept. of Economic Development
P.O. Box 849
Jackson, MS 39205
601/359-3439

E. Kevin Bennett
Dept. of Economic Development
P.O. Box 849
Jackson, MS 39205
601/359-3603

Missouri

Enterprise Zone Coordinator
Div. of Community & Economic Development
P.O. Box 118
Jefferson City, MO 65102
314/751-4849

Nevada

Sarah Merserau
Robin Rierdan
Commission on Economic Development
Capitol Complex
Carson City, NV 89710
702/885-4325

New Jersey

James W. Henkle
Enterprise Zone Administrator
Dept. of Commerce & Economic Development
20 West State St., CN 829
Trenton, NJ 08625
609/292-1912

New York

Liz Abzug
Director, Econ. Development Zones Program
Dept. of Human Resources & Administration
1515 Broadway
New York, NY 10036
212/930-0347

Ohio

Howard Wise
Manager, Industrial Development
Dept. of Development
30 East Broad St.
Columbus, OH 43266-0101
614/466-4551

Oklahoma

Robert C. Phillips
Director
Dept. of Commerce
6601 Broadway Extension
Oklahoma City, OK 73116-8214
405/521-2401

Oregon

Henry Markus
Manager, Enterprise Zone Program
Dept. of Economic Development
595 Cottage St., N.E.
Salem, OR 97310
503/373-1200

Pennsylvania

David S. Messner
Enterprise Zone Program Coordinator
Dept. of Community Affairs
551 Forum Bldg.
Harrisburg, PA 17120
717/787-7402

Rhode Island

Jerome Lessuck
Associate Director, Small Business
Dept. of Economic Development
7 Jackson Walkway
Providence, RI 02903
401/277-2607

South Carolina

Douglas McKay, Director
Division of Economic Development
1205 Pendleton
Columbia, SC 21201
803/734-0420

Tennessee

Don Waller
Director, Local Planning
Department of Economic & Community Development
Rachel Jackson Bldg., 6th Fl.
Nashville, TN 37219
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Texas

Camille Berry
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Texas Department of Commerce
816 Congress Ave., Suite 1200
Austin, TX 78701
512/472-5059

Utah

Edward Meyer
Enterprise Zone Coordinator
Div. of Business & Economic Development
6150 State Office Bldg.
Salt Lake City, UT 84114
801/538-3042

Vermont

Curtis Carter
Development Programs Coordinator
Agency of Development & Community Affairs
109 State Street
Montpelier, VT 05602
802/828-3221

Virginia

Stanley Kidwell
Associate Director
Dept. of Hsg. & Community Development
205 North Fourth St.
Richmond, VA 23219
804/786-4966

West Virginia

Karen Price
Director, External Affairs
Gov.'s Office of Community & Industrial Development
State Capitol, M146
Charleston, WV 25305
304/348-0400

Wisconsin

Kathleen Heady
Dev. Zone Program Manager
123 West Washington Ave.
Madison, WI 53707
608/267-7200

TRANSPORTATION INDEX

NAMES, ADDRESSES, AND INDUSTRIAL DEVELOPMENT MANAGERS IN STATES AND PROVINCIAL SECTIONS

Ports

NEW ENGLAND

CONNECTICUT

Connecticut Dept. of Transportation
Francis M. McDermott
Dpty. Trans. Cmsr.
Bureau of Waterways
State Pier
New London, CT 06320
203/443-3856 or 566-7635

MAINE

Maine Dept. of Transportation
Jim D'Angelo, Cmsr.
58State Office Bldg.
Augusta, ME 04330
207/289-2841

MASSACHUSETTS

Fall River Port Authority
William Torpey, Mngr.
State Pier, Water St.
Fall River, MA 02721
508/674-5707

Massachusetts Port Authority
Dolores Johnson, Asst. Dir.
Ten Park Plaza
Boston, MA 02116
617/973-5354

NEW HAMPSHIRE

New Hampshire State Port Authority
Ernest Connor, Dir.
P.O. Box 506, 555 Market St.
Portsmouth, NH 03801
603/436-8500 or 436-8529

RHODE ISLAND

Port of Providence
John D'Antuano, Int. Exec. Dir.
Marine Terminal Bldg.
Municipal Wharf
Providence, RI 02905
401/781-4717

Rhode Island Port Authority & Eco Dev. Corp.
Henry F. Sazzano, Exec. Dir.
7 Jackson Walkway
Providence, RI 02903
401/277-2601

MID-ATLANTIC

NEW JERSEY

Delaware River Port Authority
James R. Kelly, Pres.
Bridge Plaza
Camden, NJ 08101
609/963-6420 or 215/925-8780

The Port Authority of New York & New Jersey
Stephen Berger, Exec. Dir.
One World Trade Center
New York, NY 10048
212/466-7000

South Jersey Port Corp.
Joseph A. Balzano, Exec. Dir.
2500 Broadway, P.O. Box 129
Camden, NJ 08104
609/541-8500 or 215/923-6294

NEW YORK

Albany Port District Commission
Frank W. Keane, Jr., Gen. Mgr.
Administration Bldg.
Port of Albany
Albany, NY 12202
518/463-8763

Niagara Frontier Transportation Authority
Alfred H. Savage, Exec. Dir.
181 Ellicott St.
Buffalo, NY 14205
716/855-7300

The Port Authority of New York & New Jersey
Stephen Berger, Exec. Dir.
One World Trade Center
New York, NY 10048
212/466-7000

New York City Dept. of Ports, Int'l Trade & Commerce
Anthony M. Riccio, Jr., Cmsr.
Battery Maritime Bldg.
Foot of Whitehall St.
New York, NY 10004
212/806-6861

Ogdensburg Bridge & Port Authority
Danny L. Duprey, Exec. Dir.
Bridge Plaza
Ogdensburg, NY 13669
315/393-4080

Port of Oswego Authority
Jack Fitzgibbons, Exec. Dir.
P.O. Box 387
Foot of East First St.
Oswego, NY 13126
315/343-4503

PENNSYLVANIA

Erie-Western Pennsylvania Port Authority
Brian Hickey, Gen. Mngr.
Room 507, Municipal Bldg.
Erie, PA 16501
814/870-1250

Philadelphia Port Corp.
Carl Trovato, Op. Dir.
1020 Public Ledger Bldg.
Philadelphia, PA 19106
215/928-9100

SOUTH ATLANTIC

DELAWARE

Port of Wilmington
Kenneth Mack, Port Dir.
P.O. Box 1191
Foot of Christina Ave.
Wilmington, DE 19899
302/571-4600

FLORIDA

Canaveral Port Authority
Charles M. Rowland, Port Dir.
P.O. Box 267
Cape Canaveral, FL 32920
305/783-7831

Dade County Seaport Dept.
Carmen J. Lunetta, Port Dir.
1015 North America Way
Miami, FL 33132
305/371-7678

Port Everglades Authority
Joel Alesi, Port Dir.
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Jacksonville Port Authority
Paul D. deMariano, Man. Dir.
P.O. Box 3005
2831 Talleyrand Ave.
Jacksonville, FL 32206
904/630-3000

Manatee County Port Authority
Claude E. McGavic, Port Dir.
Port Manatee/Tampa Bay
Rt. No. 1
Palmetto, FL 34221
813/722-6621

Port of Palm Beach District
Benson Murphy, Exec. Dir.
4 East Port Rd.
P.O. Box 9935
Riviera Beach, FL 33404
407/842-4201

Panama City Port Authority
H. R. Etheredge, Port Dir.
5321 W. Highway 98
P.O. Box 15095
Panama City, FL 32406
904/763-8471

Port of Pensacola
David A. Schaller, Port Dir.
412 S. Palafox St.
P.O. Box 889
Pensacola, FL 32594
904/435-1870

Fort Pierce Port Authority
Curtis King, Dir.
2300 Virginia Ave.
Fort Pierce, FL 34982-5652
407/461-7899

Tampa Port Authority
Emmett C. Lee, Jr., Port Dir.
811 Wynkoop Rd.
P.O. Box 2192
Tampa, FL 33601
813/248-1924

GEORGIA

Georgia Ports Authority
George J. Nichols, Exec. Dir.
P.O. Box 2406
Savannah, GA 31402
912/964-3811 or 912/264-7295

MARYLAND

Maryland Port Administration
David A. Wagner, Port Admin.
World Trade Center
Baltimore, MD 21202
301/333-4500 or 1-800/638-7519

NORTH CAROLINA

North Carolina State Ports Authority
Noel C. Painchaud, Exec. Dir.
P.O. Box 9002
Wilmington, NC 28402
919/763-1621 or 1-800/334-0682

SOUTH CAROLINA

South Carolina State Ports Authority
W. Don Welch, Exec. Dir.
P.O. Box 817
176 Concord St.
Charleston, SC 29402
803/723-8651
800/845-7106 (outside SC)
800/922-5254 (inside SC)

VIRGINIA

Port of Richmond Commission
James R. McCarville, Exec. Dir.
5000 Deepwater Terminal Rd.
Richmond, VA 23234
804/780-4326

Virginia Port Authority
J. Robert Bray, Exec. Dir.
600 World Trade Center
Norfolk, VA 23510
804/623-8000

EAST NORTH CENTRAL

ILLINOIS

Chicago Regional Port District
Richard H. VanDerzee, Dir. of Maritime Affairs
Butler Dr.-Lake Calumet
Chicago, IL 60633
312/646-4400

Waukegan Port District
Donald B. Freeborn, Exec. Dir.
P.O. Box 620
Waukegan, IL 60079
312/244-0055 or 312/244-3133

INDIANA

Indiana Port Commission
Frank G. Martin, Jr., Exec. Dir.
143 W. Market St. #204
Indianapolis, IN 46204
317/232-7150

MICHIGAN

Detroit-Wayne County Port Authority
James H. Kellow, Exec. Dir.
200 Renaissance Ctr., Ste. 650
Detroit, MI 48243
313/259-8077

Michigan Dept. of Transportation
G. Robert Adams, Dpty. Dir.
Bureau of Transportation Planning
Box 30050
Lansing, MI 48909
517/335-2602 or 517/373-0343

Monroe Port Commission
John J. Emig, Port Engr.
P.O. Box 585
2929 E. Front St.
Monroe, MI 48161
313/241-6480

OHIO

Cleveland-Cuyahoga County Port Authority
RADM Anthony Fugaro, Exec. Dir.
101 Erieside Ave.
Cleveland, OH 44114-1095
216/241-8004

Lorain Port Authority
Richard Novak, Exec. Dir.
Room 511, City Hall
Lorain, OH 44052
216/244-2269

Toledo-Lucas County Port Authority
Gary L. Failor, Pres. & CEO
One Maritime Plaza
Toledo, OH 43604-1866
419/243-8251

WISCONSIN

Brown County Board of Harbor Commissioners
Alan T. Johnson, Port Dir.
305 E. Walnut St., Ste. 600
P.O. Box 1600
Green Bay, WI 54305
414/436-3265

Port of Milwaukee
Kenneth J. Szallai, Muni. Port Dir.
500 N. Harbor Dr.
Milwaukee, WI 53202
414/278-3511

Superior Board of Harbor Commissioners
1409 Hammond Ave.
Superior, WI 54880
715/394-0335

EAST SOUTH CENTRAL

ALABAMA

Alabama State Docks Dept.
John B. Dutton, Dir.
P.O. Box 1588
Mobile, AL 36633
205/690-6020

KENTUCKY

Louisville & Jefferson County Riverport Authority
Robert M. Timmerman, Pres.
6900 Riverport Dr.
P.O. Box 58010
Louisville, KY 40258
502/935-6024

MISSISSIPPI

Jackson County Port Authority
Paul W. Smith, Dir.
P.O. Box 70
3033 Pascagoula St.
Pascagoula, MS 39568-0070
601/762-4041

Mississippi State Port Authority at Gulfport
C. T. Green, Dpty. Dir.
P.O. Box 40
Hwy. 90 & 30th Ave.
Gulfport, MS 39502
601/865-4300

Natchez-Adams County Port Commission
Seth H. Smith, Port Dir.
P.O. Box 925
River Terminal Rd.
Natchez, MS 39120
601/442-2561

Warren County Port Commission
James B. Heidel, Exec. Dir.
P.O. Box 709
Vicksburg, MS 39181
601/636-4422

TENNESSEE

Memphis & Shelby County Port Commission
Donald C. McCrory, Port Dir.
P.O. Box 13142
Memphis, TN 38113
901/948-4422

WEST NORTH CENTRAL

MINNESOTA

Seaway Port Authority of Duluth
Davis Helberg, Exec. Dir.
P.O. Box 16877
Duluth, MN 55816
218/727-8525

St. Paul Port Authority
John Campobasso, Ind. Dev. Dir.
1900 Landmark Towers

345 St. Peter St.
St. Paul, MN 55102
612/224-5686

MISSOURI

St. Louis County Port Authority
Mark Tranel, Admin. Dir.
121 S. Meramec St.
St. Louis, MO 63105
314/889-7663

WEST SOUTH CENTRAL

LOUISIANA

Greater Baton Rouge Port Commission
Gary K. Pruitt, Exec. Dir.
P.O. Box 380
Port Allen, LA 70767
504/387-4207

Lake Charles Harbor & Terminal District
G.K. Winn, Op. Mngr.
P.O. Box AAA
150 Marine St.
Lake Charles, LA 70602
318/439-3661

Plaquemines Port, Harbor & Terminal District
H.R. Benvenutti, Port Mgr.
Woodlawn Bldg., Ste. 202, Rte. 1 Box 53-A
Braithwaite, LA 70040-9743
504/682-0081 or 682-26105

Port of Iberia
John J. Oubre, Exec. Dir.
P.O. Box 9986
New Iberia, LA 70562-9986
318/364-1065

Port of New Orleans
J. Ron Brinson, Exec. Port Dir. & Gen. Mgr.
P.O. Box 60046
2 Canal St.
New Orleans, LA 70160
504/522-2551

Plaquemines Port, Harbor & Terminal District
H. R. Benvenutti, Port Mgr.
Woodlawn Bldg., Ste. 202, Rte. 1 Box 53-A
Braithwaite, LA 70040-9743

St. Bernard Port, Harbor, & Terminal District
August A. "Duke" Robin, Pres.
Kaiser Alum. Plant Site, St. Bernard Hwy.
P.O. Box 1331
Chalmette, LA 70044
504/277-8418

Port of South Louisiana
R.J. Clements, Exec. Dir.
P.O. Drawer 909
152 Belle Terre Blvd., Suite 100
LaPlace, LA 70069-0909
504/652-9278 or 504/568-6269

South Louisiana Port Commission
Capt. Robert Egan, Exec. Dir.
P.O. Drawer K
152 Belle Terre Blvd., Suite 100
La Place, LA 70069-1109
504/652-9278 or 504/568-6269

West St. Mary Parish Port, Harbor, & Terminal District
Gary P. LaGrange, Exec. Dir.
P.O. Drawer 601
3101 Franklin/Baldwin Hwy.
Franklin, LA 70538
318/828-3410 or 318/264-5464

OKLAHOMA

Tulsa Port of Catoosa
Robert W. Portiss, Port Dir.
5350 Cimarron Rd.
Catoosa, OK 74015
918/266-2291

TEXAS

Port of Beaumont
B. G. Masters, Port Dir.
P.O. Drawer 2297
1255 Main St.
Beaumont, TX 77704
409/835-5367

Brazos River Harbor Navigation District
Armand J. Reixach, Gen. Mgr.
P.O. Box 615, 1001 Pine St.
Freeport, TX 77541
409/233-2667 or 713/757-1468

Port of Brownsville
Joseph P. Linck, Mgr. & Port Dir.
P.O. Box 3070
Brownsville, TX 78523-3070
512/831-4592

Calhoun County Navigation District
Cheryl D. Gray, Exec. Sec.
P.O. Box 397
Port Lavaca, TX 77978
512/987-2813

Port of Corpus Christi Authority
Harry G. Plomarity, Exec. Dir.
P.O. Box 1541
222 Power St.
Corpus Christi, TX 78403
512/882-5633

Port of Galveston
D. J. Marchand, Gen. Mgr. & Port Dir.
P.O. Box 328
123 Rosenberg
Galveston, TX 77553
409/765-9321

Port of Houston Authority
Richard P. Leach, Pres.
P.O. Box 2562
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Houston, TX 77252
713/226-2100

Port Isabel-San Benito Navigation District
Robert C. Cornelison, Port Dir. & Gen. Mgr.
P.O. Box 218, Port Rd.
Port Isabel, TX 78578-0218
512/943-7826

Orange County Navigation Port District & Ind. Dev. Corp.
Joseph J. Romano, Port Dir.
P.O. Box 516
Orange, TX 77630-0516
409/883-4363

Port of Port Arthur Navigation District of Jefferson County
Ben M. Goldstein, Port Dir.
P.O. Box 1428
Port Arthur, TX 77641
409/983-2011

PACIFIC STATES

ALASKA

Port of Anchorage
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Anchorage, AK 99501
907/272-1531

Port of Valdez
P.O. Box 307
Valdez, AK 99686
907/835-4313

CALIFORNIA

Port of Hueneme
Anthony J. Taormina, Exec. Dir.
P.O. Box 608
105 Port Hueneme Rd.
Port Hueneme, CA 93041
805/488-3677

Humboldt Bay Harbor District
Jack B. Alderson, CEO
P.O. Box 1030
Eureka, CA 95502-1030
707/443-0801

Port of Long Beach
Joseph Prevratil, Exec. Dir.
925 Harbor Plaza
P.O. Box 570
Long Beach, CA 90801
213/437-0041

Port of Los Angeles
Ezunial Burts, Exec. Dir.
P.O. Box 151
425 S. Palos Verdes St.
San Pedro, CA 90733-0151
213/519-3400

Port of Oakland
Walter A. Abernathy, Exec. Dir.
P.O. Box 2064
66 Jack London Sq.
Oakland, CA 94604
415/444-3188

Port of Redwood City
Patrick Brown, Op. Mngr.
675 Seaport Blvd.
Redwood City, CA 94063-2794
415/365-1613

Port of Richmond
Michael R. Powers, Port Dir.
City Hall, P.O. Box 4046
Richmond, CA 94804
415/620-6784

Port of Sacramento
Dennis Clark, Port Dir.
P.O. Box 815, World Trade Center
West Sacramento, CA 95691
916/371-8000 ext. 304

San Diego Unified Port District
Don L. Nay, Port Dir.
3165 Pacific Hwy., P.O. Box 488
San Diego, CA 92112
619/291-3900

Port of San Francisco
Michael Huerta, Exec. Dir.
Ferry Building, Rm. 3100
San Francisco, CA 94111-4263
415/391-8000

Port of Stockton
Alexander Krygsman, Port Dir.
2201 W. Washington
Box 2089
Stockton, CA 95201
209/946-0246

HAWAII

Hawaii Dept. of Transportation
Edward Y. Hirata, Dir. of Trans.
869 Punchbowl St.
Honolulu, HI 96813
808/548-3205

OREGON

Port of Astoria
Steve Felkins, Dir.
1 Portway
Astoria, OR 97103
503/325-4521

Oregon Int'l Port of Coos Bay
Lawrence Ivy, Interim Gen. Mgr.
Port Bldg., Front & Market Sts.
Coos Bay, OR 97420
503/267-PORT (24 hours)

Port of Portland
Robert Woodell, Exec. Dir.
700 N.E. Multnomah St.
P.O. Box 3529
Portland, OR 97208
503/231-5000

WASHINGTON

Port of Anacortes
Joseph Baier, Exec. Dir.
1st & Commercial Ave.
P.O. Box 297
Anacortes, WA 98221-0297
206/293-3134

Port of Bellingham
Donald C. Fleming, Exec. Dir.
625 Cornwall Ave.
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Port of Everett
Philip B. Bannan, Exec. Dir.
Pier One, P.O. Box 538
Everett, WA 98206
206/259-3164 or 206/243-3164

Port of Grays Harbor
Clifford Muller, Exec. Dir.
111 South Wooding St.
P.O. Box 660
Aberdeen, WA 98520
206/533-9528 or 0141

Port of Kalama
John W. Fratt, Mgr.
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Kalama, WA 98625
206/673-2325

Port of Olympia
Douglas P. Edison, Exec. Dir.
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Olympia, WA 98507
206/586-6150

Port of Port Angeles
D. G. Hendricks, Exec. Dir.
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206/457-8527

Port of Seattle
Zegar van Asch van Wijck,
Exec. Dir.
P.O. Box 1209
Seattle, WA 98111
206/728-3000

Port of Tacoma
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Tacoma, WA 98401
206/383-5841

Port of Vancouver
Bryon Hanke, Exec. Dir.
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P.O. Box 1180-98666
Vancouver, WA 98660
206/693-3611

CANADA

BRITISH COLUMBIA

Fraser River Harbour Commission
Rick C. Pearce, Port Mgr.
Ste. 505-713, Columbia St.
New Westminster, B.C. V3M 1B2
604/524-6655

Nanaimo Harbour Commission
W. E. Mills, CEO & Harbor Master
P.O. Box 131
Nanaimo, B.C. V9R 5K4
604/753-4899

North Fraser Harbour Commission
George W. Colquhoun, Port Mgr.
2020 Airport Rd.
Richmond, B.C. V7B 1C6
604/273-1866

Port Alberni Harbour Commission
Denis J. White, Port Mgr. & CEO
2750 Harbour Rd.
P.O. Box 99
Port Alberni, BC V9Y 7M6
604/723-5312

Ports Canada, Port of Prince Rupert
Robert Tytaneck, Gen. Mgr.
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Prince Rupert, BC V8J 1K8
604/627-7545

Vancouver Port Corp., Ports Canada
Francis J. Mac Naughton, Port
Mgr. & CEO
1900-200 Granville St.
Vancouver, B.C. V6C 2P9
604/666-3226

MANITOBA

Ports Canada Corp.
D. Figurski, Gen. Mgr.
P.O. Box 217
Churchill, Man. R0B 0E0
204/675-8823

NEW BRUNSWICK

Ports Canada, Port of Saint John
K. R. Krauter, Gen. Mgr. & CEO
P.O. Box 6429, Station A
133 Prince William St.
Saint John, N.B. E2L 4R8
506/648-4869

NEWFOUNDLAND

St. John's Port Corp.
F. M. Milley, Board Chmn.
3 Water St.
P.O. Box 6178
St. John's, Nfld. A1C 5X8
709/772-4664

NOVA SCOTIA

Halifax Port Corporation
D. F. Bellefontaine, Gen. Mgr &
CEO
P.O. Box 336, Ocean Terminals
Halifax, N.S. B3J 2P6
902/426-3643

ONTARIO

Canada Ports Corp.
Jean Michel Tessier, Pres. & CEO
99 Metcalf St.
Ottawa, Ont. K1A 0N6
613/957-6787

Hamilton Harbour Commission
R. R. Hennessy, Port Dir.
605 James St. North
Hamilton, Ont. L8L 1K1
416/525-4330

Oshawa Harbour Commission
Donna Taylor, CEO
1050 Farewell Ave.
Oshawa, Ont. L1H 6N6
416/576-0400

Port Colborne Gr. Term./Div. of Goderich Elevs. Ltd.
James E. Kirk, Superintendent
P.O. Box 129
Port Colborne, ON L3K 5V8
416/834-3644

Ports Canada, Port of Prescott
R. E. Bailey, Operations Mgr.
P.O. Box 520
Prescott, Ont. K0E 1T0
613/925-4228

Thunder Bay Harbour Commission
Cyril Cook, Gnl. Mngr.
P.O. Box 2266
Thunder Bay, Ont. P7B 5E8
807/345-6400

Toronto Harbour Commission
Ian C. R. Brown, Gen. Mgr.
60 Harbour St.
Toronto, Ont. M5J 1B7
416/863-2000

Transport Canada – Marine Group
Ran Quail, Asst. Dpty. Min. & Cmsr. Coast Guard
344 Slater St., Canada Bldg.
Ottawa, Ont. K1A ON7
613/998-1571

Windsor Harbour Commission
D. S. H. Cree, Gen. Mgr. & CEO
500 Riverside Dr. West
Windsor, Ont. N9A 5K6
519/258-5741

QUEBEC

Societe du Parc Industriel du Centre du Quebec
Pierre Clouatre, Gen. Mgr.
1000, Boul. Arthur-Sicard
Becancour, Que. G0X 1B0
819/294-6656

Port of Chicoutimi
Guy Desgagnés, Gen. Mgr.
P.O. Box 760
Lafontaine Street
Chicoutimi, Que. G7H 5E1
418/543-0263

Port of Montreal
D.J. Taddeo, Gen Mgr. & CEO
Port of Montreal Bldg., Wing 1
Cite du Havre
Montreal, Que. H3C 3R5
514/283-7011

Ports Canada – Port of Quebec
Ross Gaudreault, Gen. Mgr. & CEO
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Quebec, Que. G1K 7P7
418/648-3640

Ports Canada
P. Alain, Eng., Port Mgr.
1545 Du Fleuve
P.O. Box 999
Trois-Rivières, Que. G9A 5K2
819/378-2887

U.S. TERRITORIES

Port Authority of Guam
David B. Tydingco, Gen. Mgr.
1026 Cabras Hwy., Ste. 201
Piti, Guam 96910
Tel: 477-9931-34
Telex: 7431687

Puerto Rico Ports Authority
Guillermo F. Valls Munoz, Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260
Telex: 3859464 AUTO DPR

Port of Ponce
Jose Gonzalez, Port Dir.
State Road #10
P.O. Box 125
Ponce, PR 00734
809/848-4992 or -4956

Commonwealth Ports Authority-Saipan
Carlos A. Shoda, Exec. Dir.
P.O. Box 1055
Saipan, Marianas 96950
Tel: 67315/67316/67317

Virgin Islands Port Authority
John E. Harding, Exec. Dir.
P.O. Box 1707
Harry S. Truman Airport
St. Thomas, VI 00801
809/774-1629

Railroads

Alaska Railroad Corp.
A. T. Polanchek, Op. V.P.
P.O. Box 107500
Anchorage, AK 99510-7500
907/265-2403

Algoma Central Rwy.
Victor E. Hupka, Ind. Relations Mgr.
P.O. Box 7000
Sault Ste. Marie, Ont. P6A 5P6
705/949-2113

Arkansas & Louisiana Missouri Rwy. Co.
H. B. Wilson, Op. V.P.
P.O. Box 1653
Monroe, LA 71201
318/362-2250

Atchison, Topeka & Santa Fe Rwy. Co.
(Santa Fe Railway Co.)
J. R. Fitzgerald, Op. V.P.
80 E. Jackson Blvd.
Chicago, IL 60604
312/347-2790

Atlanta & St. Andrews Bay Rwy. Co.
D.R. Davis, Op. Dir.
514 E. Main St., P.O. Box 729
Dothan, AL 36302
205/792-0975

Baltimore & Annapolis Railroad Co.
K. A. Pippin, Pres. & Gen. Mgr.
100 Maple Rd.
Linthicum, MD 21090
301/859-1414

Bangor & Aroostook Railroad Co.
Richard B. Gray, Bus. Svcs. Mgr.
N. Maine Junction Park, R.R. 2
Bangor, ME 04401
207/848-5711

Bay Colony Railroad Corp.
S. J. Fay, P.R. & Info.
420 Bedford St.
Lexington, MA 02173
617/861-6480

BC Rail Ltd.
M. C. Norris, Pres. & CEO
P.O. Box 8770
N. Vancouver, BC V6B 4X6
604/986-2012

Belt Rwy. Co. of Chicago
B. Ruccanova, R.E. Mgr.
6900 S. Central Ave.
Chicago, IL 60638
312/496-4000

Bessemer & Lake Erie R.R. Co.
Jack Lacey, Mktg. Dir.
P.O. Box 68
Monroeville, PA 15146
412/829-3430

Burlington Northern R.R. Co.
Joseph Galassi, Exec. V.P., Op.
9401 Indian Creek Pkwy.
Overland Park, KS 66210
913/661-4100

Canadian National Rwys.
John Kelsall, Sr. V.P., Op.
277 Front St. W.
Toronto, Ont. M5V 2X7
514/399-4937

Canadian Pacific Ltd.
Robert A. Rice, V.P., Pub. Affairs
P.O. Box 6042, Sta. A
Montreal, Que. H3C 3E4
514/395-7085

Central Vermont Rwy., Inc.
T. J. Faucett, R.E. Mgr.
2 Federal St.
St. Albans, VT 05478
802/524-6604

Chicago & North Western Transp. Co.
Robert W. Mickey, V.P., R.E. & I.D.
One North Western Center
Chicago, IL 60606
312/559-6175

Chicago, Central & Pacific R.R. Co.
Lyle Reed, V.P., CMO
P.O. Box 1800
Waterloo, IA 50704
319/236-9200

Chicago, Missouri & Western Rwy. Co.
James H. Sands, Mktg. V.P.
10 N. Dearborn
Chicago, IL 60602
312/368-8700

Chicago S. Shore & S. Bend R.R.
Michael W. Franke, V.P., Op. & Gen. Mgr.
N. Carroll Ave.
Michigan City, IN 46360
219/874-4221

Consolidated Rail Corp. (Conrail)
Charles Marshall, Sr. V.P., Mktg. & Sales
6 Penn Center Plaza
Philadelphia, PA 19103
215/977-4052

CSX Transportation, Inc.
(Chessie System, Seaboard System)
E. Ray Lichty, V.P., Dev.
100 N. Charles St., 17th Fl.
Baltimore, MD 21201
301/237-2787

Dakota, Minnesota & Eastern R.R.
Lynn A. Anderson, V.P., Traffic
P.O. Box 178
337 22nd Ave. South
Brookings, SD 57006
605/692-1666

Delaware Otsego Corp.
Frank Quattrocchi, Mktg. Mgr.
1 Railroad Ave.
Cooperstown, NY 13326
607/547-2555

Denver & Rio Grande Western R.R.
Charles D. Brainard, Asst. V.P., Mkt. Dev.
P.O. Box 5482
Denver, CO 80217
303/595-2471

Detroit & Mackinac Rwy. Co.
R. L. Van Buskirk, Jr., Asst. Gen. Mgr.
120 Oak St.
Tawas City, MI 48763
517/362-3461

Duluth, Missabe & Iron Range Rwy.
C. O. Ferner, Gen. Mgr.
500 Missabe Bldg.
Duluth, MN 55802
218/723-2115

Eastern Shore Railroad, Inc.
Frank H. Waring, Sales & Mktg. V.P.
228 W. Church St., Ste. 101
Salisbury, MD 21801
301/546-2595

Elgin, Joliet & Eastern Rwy. Co.
G. H. Rodeghiero, Ind. Dev. Mgr.
P.O. Box 880
Joliet, IL 60434
815/740-6641

Florida East Coast Rwy. Co.
W. E. Durham, Jr., V.P., R.E. & I.D.
1 Malaga St., P.O. Drawer 1048
St. Augustine, FL 32085
904/396-9400

Grand Trunk Western R.R. Co.
W. H. Cramer, Sr., Mktg. V.P.
1333 Brewery Blvd.
Detroit, MI 48207-2699
313/237-4588

Guilford Transp. Industries, Inc.
(Boston & Maine Corp., Delaware & Hudson R.R.)
Thomas C. Perry, Mktg./Sales V. P.
Iron Horse Park
N. Billerica, MA 01862
617/663-1038

Illinois Central R.R. Co.
G. A. McArdle, Asst. V.P., R.E. & I.D.
233 N. Michigan Ave.
Chicago, IL 60601
312/819-7480

Indiana Harbor Belt R.R. Co.
Clifford Wartman, R.E. Mgr.
P.O. Box 389
Hammond, IN 46325
317/267-4150

Kansas City Southern Rwy. Co.
L. J. Tamisiea, V.P. Mktg.
114 W. 11th St.
Kansas City, MO 64105-1804
816/556-0303

Midsouth Rail Corp.
John R. Staley, V.P. & Chief Mktg. Officer
111 East Capitol St.
Jackson, MS 39201
601/949-4360

Missouri-Kansas-Texas R.R. Co.
Harold O. Brandt, V.P., R.E. & I.D.
505 N. Industrial Blvd.
Dallas, TX 75207
214/760-3052

Norfolk Southern Corp.
(Norfolk & Western Rwy., Southern Railway System)
Robert Coffey, V.P., Sales & Ind. Dev.
Three Commercial Pl.
Norfolk, VA 23510-2191
804/629-2720

Ontario Northland Rwy.
K. John Wallace, Sr. Mktg. Off.
555 Oak St. E.
North Bay, ON P1B 8L3
705/472-4500, ext. 205

Pittsburgh & Lake Erie R.R. Co.
Donald Klein, Dir., Pricing & Sta. Svcs.
Commerce Ct., 4 Sta. Sq.
Pittsburg, PA 15219
412/263-3748

Providence & Worcester R.R. Co.
Ronald P. Chrzanowski, R.E. V.P.
P.O. Box 1490
1 Depot Square
Woonsocket, RI 02895
409/765-2000

Richmond, Fredericksburg & Potomac R.R. Co.
Charles M. Louthan, R. E. & Dev. Sr. Mgr.
2134 W. Laburnam Ave.
Richmond, VA 23227
804/257-3286

Soo Line Railroad Co.
John P. Nail, R.E. Dev. Dir.
Soo Line Bldg., P.O. Box 530
Minneapolis, MN 55440
612/347-8254

Southern Pacific Trans. Co.
(St. Louis Southwestern Rwy. Co.)
Raymond Mesick, R. E. V. P.
Southern Pacific Bldg.
1 Market Plaza
San Francisco, CA 94105
415/541-1984

Union Pacific Railroad
(Missouri Pacific R.R., Western Pacific R.R.)
C. R. Black, I.D. Dir.
1416 Dodge St.
Omaha, NE 68179
402/271-3900

Union Railroad Co.
John W. Keyes, Mktg. Dir.
P.O. Box 68
Monroeville, PA 15146
412/829-3430

Vermont Railway, Inc.
J. R. Pennington, Pres.
One Railway Lane
Burlington, VT 05401
802/658-2550

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name

Directory of U.S. Foreign-Trade Zones

Foreign-Trade Zones Board
U.S. Dept. of Commerce
Washington, D.C. 20230
202/377-2862

Zone No. 1, New York City
Sol Braun
S & F Warehouse Inc.
Brooklyn Navy Yard, Bldg. 77
Brooklyn, NY 11205
718/834-0400

Zone No. 2, New Orleans
Robert Dee
Board of Commissioners of the
Port of N. Orleans
P.O. Box 60046
New Orleans, LA 70160
504/897-0189

Zone No. 3, San Francisco
Ed Osgood
Foreign Trade Services, Inc.
Pier 23
San Francisco, CA 94111
415/391-0176

Zone No. 5, Seattle
Jack Fox
Port of Seattle Commission
P.O. Box 1209
Seattle, WA 98111
206/382-3257

Zone No. 7, Mayaguez, PR
Raphael Ignacio
Puerto Rico Industrial Dev. Co.
G.P.O. 2350
San Juan, PR 00936
809/764-1175

Zone No. 8, Toledo
John Loftus
Toledo-Lucas County Port Auth.
One Maritime Plaza
Toledo, OH 43604-1866
419/243-8251

Zone No. 9, Honolulu
Homer Maxey
State of Hawaii
Pier 2
Honolulu, HI 96813
808/548-5435

Zone No. 12, McAllen, TX
Joyce Dean
McAllen Econ. Dev. Corp.
6401 S. 33rd St.
McAllen, TX 78501
512/682-4306

Zone No. 14, Little Rock
Robert Brave
Little Rock Port Authority
7500 Lindsey Rd.
Little Rock, AR 72206
501/490-1468

Zone No. 15, Kansas City, MO
Robert Drost
Greater Kansas City FTZ, Inc.
920 Main St., Ste. 230
Kansas City, MO 64105
816/421-7666

Zone No. 16, Sault Ste. Marie, MI
James F. Hendricks
Econ. Dev. Corp. of Sault Ste. Marie
1301 W. Easterday
Sault Ste. Marie, MI 49783
906/635-9131

Zone No. 17, Kansas City, KS
Robert Drost
Greater Kansas City FTZ, Inc.
920 Main St., Ste. 230
Kansas City, MO 64105
816/421-7666

Zone No. 18, San Jose, CA
Bruce Kresin
City of San Jose
801 N. First St.
Rm. 408, City Hall
San Jose, CA 95110
408/277-5823

Zone No. 19, Omaha
Molly McCarthy
Dock Board of the City of Omaha
Omaha-Douglas Civic Center
1819 Farnam St., Rm. 701
Omaha, NE 68183
402/444-5173

Zone No. 20, Suffolk, VA
Phillip Newswinger
Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
804/683-8050

Zone No. 21, Dorchester Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 22, Chicago
Franklynn Albert
Illinois Int'l Port District
12700 Butler Dr.
Lake Calumet Harbor
Chicago, IL 60633
312/646-4400

Zone No. 23, Buffalo
Phillip R. Jacobs
Erie Cty. Ind. Dev. Agency
Ste. 300, Liberty Bldg., 424 Main St.
Buffalo, NY 14202
716/856-6525

Zone No. 24, Pittston, PA
Leonard W. Ziolkowski
Econ. Dev. Council of N.E. Penn.
1151 Oak St.
Pittston, PA 18640-3795
717/655-5581

Zone No. 25, Port Everglades, FL
Thomas E. Ezzo
Port Everglades Port Authority
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Zone No. 26, Shenandoah, GA
Michael L. Lott
Georgia Foreign Trade Zone, Inc.
2100 RiverEdge Pkwy., Ste. 600
Atlanta, GA 30328
404/955-2100

Zone No. 27, Boston
Elliot K. Friedman
Massachusetts Port Authority
10 Park Plaza
Boston, MA 02116
617/973-5500

Zone No. 28, New Bedford, MA
Maureen Wells
Mayor's Office of Community Dev.
133 William St., Rm. 215
New Bedford, MA 02740
617/999-2931 ext. 309

Zone No. 29, Louisville
Robert M. Timmerman
Louisville & Jefferson County
Riverport Authority
6219 Cane Run Rd.
Louisville, KY 40258
502/935-6024

Zone No. 30, Salt Lake City
Michael Chitwood
Redev. Agency of Salt Lake City
285 W. North Temple, Ste. 200
Salt Lake City, UT 84103
801/328-3211

Zone No. 31, Granite City, IL
Robert Wydra
Tri-City Regional Port District
2801 Rock Rd.
Granite City, IL 62040
618/877-8444

Zone No. 32, Miami
Sandra Gonzalez
Gtr. Miami Foreign-Trade Zone, Inc.
1601 Biscayne Blvd.
Miami, FL 33132
305/350-7700

Zone No. 33, Pittsburgh
Frank Brooks Robinson
Regional Industrial Dev. Corp. of
Southwestern Pennsylvania

Ste. 1220, Frick Bldg.
Pittsburgh, PA 15219
412/471-3939

Zone No. 34, Niagara County, NY
Theodore J. Belling
County of Niagara
County Office Bldg.
59 Park Ave.
Lockport, NY 14094
716/439-6033

Zone No. 35, Philadelphia
Dominic Gustino
Trans Freight Systems, Inc.
8415 Envoy Ave.
Philadelphia, PA 19153
215/365-7777

Zone No. 36, Galveston
Robert C. Schulz
Port of Galveston
Galveston Wharves
P.O. Box 328
Galveston, TX 77550
409/766-6120

Zone No. 37, Orange County, NY
Alvin Paliani
Wings Distribution, Inc.
72 Rte. 9W
New Windsor, NY 12550
914/562-1101

Zone No. 38, Spartanburg Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 39, Dallas/Fort Worth
Dennis Konopatzke
Dallas/Ft. Worth Reg. Airport Board
P.O. Drawer DFW
Dallas/Fort Worth Airport, TX 75261
214/574-3121

Zone No. 40, Cleveland
John L. Townley
Cleveland Port Authority
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Zone No. 41, Milwaukee
Vincent J. Boever
Foreign-Trade Zone of Wis., Ltd.
2150 E. College Ave.
Cudahy, WI 53110
414/764-2111

Zone No. 42, Orlando
William Blood
Greater Orlando Aviation Authority
9055 Tradeport Dr.
Orlando, FL 32827
305/859-9485

Zone No. 43, Battle Creek, MI
Michael Larson
BC/CAL/KAL Inland Port Authority
of S. Central Michigan Dev. Corp.
P.O. Box 1438
Battle Creek, MI 49016
616/968-8197

Zone No. 44, Morris County, NJ
Peter O. Lehman
NJ Dept. of Comm. & Econ. Dev.
Office of Int'l Trade
744 Broad St.
Newark, NJ 07102
201/648-3518

Zone No. 45, Portland, OR
Peggy J. Krause
Port of Portland
P.O. Box 3529
Portland, OR 97208
503/231-5000, ext. 220

Zone No. 46, Cincinnati
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45202
513/579-3143

Zone No. 47, Campbell County, KY
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45202
513/579-3143

Zone No. 48, Tucson
William Tatom
Papago - Tucson FTZ Corp.
San Xavier Dev. Authority
P.O. Box 11246
Mission Station, AZ 85734
602/881-0439

Zone No. 49, Newark/Elizabeth
Catherine Durda
Port Authority of NY & NJ
Rm. 64 W., One World Trade Center
New York, NY 10048
212/466-7985

Zone No. 50, Long Beach, CA
Rick Aschieris
Board of Harbor Commissioners of
the Port of Long Beach
P.O. Box 570
Long Beach, CA 90801-0570
213/590-4104

Zone No. 51, Duluth
Henry K. Hanka
Seaway Port Authority of Duluth
1200 Port Terminal Dr.
P.O. Box 18677
Duluth, MN 55816-0877
218/727-8525

Zone No. 52, Suffolk County, NY
Jim Mackey
County of Suffolk
1 Trade Zone Drive
Ronkonkoma, NY 11779
516/588-5757

Zone No. 53, Rogers County, OK
Robert W. Portiss
City of Tulsa/Rogers Cty. Port
Authority
Tulsa Port of Catoosa
5350 Cimarron Rd.
Catoosa, OK 74105
918/266-2291

Zone No. 54, Clinton County, NY
Francis A. Lapham
Clinton County Area Dev. Corp.
P.O. Box 19
Plattsburgh, NY 12901
518/563-3100

Zone No. 55, Burlington, VT
C. Harry Behney
Greater Burlington Industrial Corp.
P.O. Box 786
Burlington, VT 05402
802/862-5726

Zone No. 56, Oakland, CA
Dayton Ballenger
Oakland Int'l Trade Center, Inc.
633 Hegenburger Rd.
Oakland, CA 94621
415/639-7405

Zone No. 57, Mecklenberg Cty., NC
Richard Primm
Piedmont Distribution Center
P.O. Box 7123
Charlotte, NC 28217
704/588-2868

Zone No. 58, Bangor
Edward McKeon
City of Bangor Econ. Dept.
City Hall
Bangor, ME 04401
207/947-0341

Zone No. 59, Lincoln, NE
Duane Vicary
Lincoln Chamber of Commerce
1221 N. St., Suite 606
Lincoln, NE 68508
402/476-7511

Zone No. 60, Nogales, AZ
Herman Rivas
Rivas Realty
3450 Tucson-Nogales Hwy.
Nogales, AZ 85621
602/287-3411

Zone No. 61, San Juan, PR
Venancio Otero-Barbosa
Puerto Rico Commercial Dev. Co.
Commonwealth of PR
G.P.O. Box 4943
San Juan, PR 00936
809/793-3090

Zone No. 62, Brownsville, TX
Ricardo Solis
Brownsville Navigation District
Port of Brownsville
P.O. Box 3070
Brownsville, TX 78523-3070
512/831-4592

Zone No. 63, Prince George's County, MD
Don L. Spicer
Prince George's Cty. Gov.
The Collington Ctr.
16201 Trade Zone Ave., Ste. 104
Upper Marlboro, MD 20772
301/390-8123

Zone No. 64, Jacksonville, FL
Bruce Cashon
Jacksonville Port Authority
P.O. Box 3005
Jacksonville, FL 32206
904/630-3070

Zone No. 65, Panama City, FL
Tommy L. Berry
Panama City Port Authority
P.O. Box 15095
Panama City, FL 32406
904/763-8471

Zone No. 66, Wilmington, NC
Patsy Everhart
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 67, Morehead City, NC
Patsy Everhart
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 68, El Paso
Robert C. Jacob, Jr.
El Paso Int'l Airport
El Paso, TX 79925
915/772-4271

Zone No. 70, Detroit
James Kellow
Gtr. Detroit FTZ, Inc.
200 Renaissance Ctr., Ste. 650
Detroit, MI 48243
313/259-8077

Zone No. 71, Windsor Locks, CT
R. Clifford Randall
Industrial Dev. Commission of Windsor Locks
Town Office Bldg.
50 Church Street, P.O. Box L
Windsor Locks, CT 06096
203/627-1444

Zone No. 72, Indianapolis
David P. Bennett
Indianapolis Econ. Dev. Corp.
48 Monument Circle
Indianapolis, IN 46204
317/236-6246

Zone No. 73, Baltimore/Washington International Airport
Robert J. Schott
All Cargo Expediting Services, Inc.
P.O. Box 28673
BWI Airport, MD 21240
301/859-4449

Zone No. 74, Baltimore
Paul Gilbert
City of Baltimore
c/o Baltimore Econ. Dev. Corp.
36 South Charles St.
Baltimore, MD 21201
301/837-9305

Zone No. 75, Phoenix
Edward R. Standage
City of Phoenix
Community & Econ. Dev. Admin.
920 E. Madison St., Suite D
Phoenix, AZ 85034
602/261-8707

Zone No. 76, Bridgeport, CT
Michael Freimuth
City of Bridgeport
City Hall, 45 Lyon Terrace
Bridgeport, CT 06604
203/576-7135

Zone No. 77, Memphis
Thomas D. Murphree
Mid-South Terminals Co., Ltd.
P.O. Box 13286
Memphis, TN 38113
901/774-4889

Zone No. 78, Nashville
Horace Bass
etropolitan Nashville/Davidson County Port Authority
172 Second Ave. N., Ste. 212
Nashville, TN 37201
615/259-7468

Zone No. 79, Tampa
George Unanue
City of Tampa, Office of Urban Dev.
City Hall, 315 E. Kennedy Blvd.
Tampa, FL 33602
813/223-8381

Zone No. 80, San Antonio
Kenneth W. Daly
City of San Antonio
P.O. Box 9066
San Antonio, TX 78285
512/299-8080

Zone No. 81, Portsmouth, NH
George Smith
New Hampshire State Port Authority
555 Market St., Box 506
Portsmouth, NH 03801
603/436-8500

Zone No. 82, Mobile
Dan Dupont
Mobile Airport Authority
Brookley Complex, Bldg. 11
Mobile, AL 36615
205/438-7334

Zone No. 83, Huntsville, AL
J.E. Mitchell, Jr.
Huntsville-Madison County Airport Authority
P.O. Box 6006
Huntsville, AL 35806
205/772-9395

Zone No. 84, Harris County, TX
Jack Beasley
Port of Houston Authority
P.O. Box 2562
Houston, TX 77252
713/670-2400

Zone No. 85, Everett, WA
Bill Grinstein
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership for WA
18000 Pacific Hwy. S., Ste. 400
Seattle, WA 98188
206/433-1629

Zone No. 86, Tacoma, WA
Bill Grinstein
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership for WA
18000 Pacific Hwy. S., Ste. 400
Seattle, WA 98188
206/433-1629

Zone No. 87, Lake Charles, LA
Pat Ford
Lake Charles Harbor & Terminal District
P.O. Box AAA
Lake Charles, LA 70602
318/439-3661

Zone No. 88, Great Falls, MT
Joseph C. Mudd
Econ. Growth Council of Gt. Falls
P.O. Box 1273
Great Falls, MT 59403
406/761-5036

Zone No. 89, Clark County, NV
Al Dague
Nevada Dev. Authority
3900 Paradise Rd., Ste. 155
Las Vegas, NV 89109
702/739-8222

Zone No. 90, Onondaga, NY
Joseph D. Russo
County of Onondaga
c/o Greater Syracuse Chamber of Commerce
100 E. Onondaga St.
Syracuse, NY 13202
315/470-1334

Zone No. 91, Newport, VT
Henry W. Merrill, Jr.
Northeastern Vermont Dev. Assn.
44 Main St.
St. Johnsbury, VT 05819
802/748-5181

Zone No. 92, Harrison County, MS
Noel Guthrie
Gtr. Gulfport/Biloxi FTZ, Inc.
3825 Ridgewood Rd.
Jackson, MS 39211-6453
601/982-6606

Zone No. 93, Raleigh/Durham
Pamela Davison

Triangle J Council of Governments
100 Park Drive, P.O. Box 12276
Research Triangle Park, NC 27709
919/549-0551

Zone No. 94, Laredo, TX
Jose L. Flores
Laredo Int'l Airport
Operator of FTZ No. 94
518 Flightline, Bldg. #132
Laredo, TX 78041
512/722-4933

Zone No. 95, Starr County, TX
Sam Vale
Starr County Industrial Foundation
P.O. Drawer H
Rio Grande City, TX 78582
512/487-5606

Zone No. 96, Eagle Pass, TX
Vidal Gonzalez
Maverick Co. Dev. Corp.
P.O. Box 1489
Eagle Pass, TX 78853
512/773-3224

Zone No. 97, Del Rio, TX
Jeff Pomeranz
City of Del Rio
City Manager's Office
P.O. Drawer DD
Del Rio, TX 78840
512/774-2781

Zone No. 98, Birmingham, AL
Virginia Riley
Mayor's Office
City of Birmingham
Birmingham City Hall
Birmingham, AL 35203
205/254-2277

Zone No. 99, Wilmington, DE
Dorothy Sbriglia
State of Delaware
Delaware Development Office
Dover, DE 19901
302/736-4271

Zone No. 100, Dayton, OH
Gary D. Gieisel
Gtr. Dayton FTZ, Inc.
1880 Kettering Tower
Dayton, OH 45423-1880
513/226-1444

Zone No. 101, Clinton County, OH
Mike Kuli
Airborne Foreign-Trade Zone, Inc.
145 Hunter Drive
Wilmington, OH 45177
513/382-5591

Zone No. 102, St. Louis
Wayne Weidemann
St. Louis County Port Authority
130 S. Bemiston
Clayton, MO 63105
314/721-0900

Zone No. 103, Grand Forks, ND
William Argo
Grand Forks Dev. Foundation
P.O. Box 1177, 202 N. Third
Grand Forks, ND 58206-1177
701/772-7271

Zone No. 104, Savannah, GA
W. Kenneth Mattox
Savannah Airport Commission
P.O. Box 2723
Savannah, GA 31402-2723
912/964-0514 or 964-0904

Zone No. 105, Providence & North Kingston, RI
Fred Santiniello
Rhode Island Port Auth. & Econ. Dev. Corp.
7 Jackson Walkway
Providence, RI 02903
401/277-3134

Zone No. 106, Oklahoma City
Carolyn Lyon
The City of Oklahoma City
c/o Community Dev. Dept.
200 N. Walker, 4th Fl.
Oklahoma City, OK 73102
405/231-2583

Zone No. 107, Des Moines
Fred Caruthers
Centennial Warehouse Corp.
10400 Hickman Rd.
Des Moines, IA 50322
515/278-9517

Zone No. 108, Valdez, AK
Vern Chase
The City of Valdez, AK
Port of Valdez
200 S.W. Market St., Ste. 985
Portland, OR 97201-5713
503/227-4567

Zone No. 109, Watertown
John Nichols
The County of Jefferson
Jefferson Ind. Dev. Agency
175 Arsenal St.
Watertown, NY 13601
315/785-3226

Zone No. 110, Albuquerque
Bob Wittington
FTZ Operators, Inc.
1617 Broadway N.E., P.O. Box 26928
Albuquerque, NM 87125
505/842-0088

Zone No. 111, JFK Int'l Airport, NY
Alice Herman
Port Auth. of NY & NJ
64 N., 1 World Trade Ctr.
New York, NY 10048
212/466-7516

Zone No. 112, Colorado Springs
Sid Schwartz
Front Range FTZ, Inc.
4675 Aerospace Blvd.
Colorado Springs, CO 80925
303/390-5666

Zone No. 113, Ellis County, TX
Larry White
Trade Zone Operations, Inc.
100 Center Drive
Midlothian, TX 76065
214/299-6301

Zone No. 114, Peoria, IL
Bill Rigley
Economic Dev. Council, Inc.
124 S.W. Adams, Ste. 300
Peoria, IL 61602-1388
309/676-0755

Zone No. 115, Beaumont, TX
Larry Cohick
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 116, Port Arthur, TX
Larry Cohick
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 117, Orange, TX
Larry Cohick
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 118, Ogdensburg, NY
Salvatore Pisani
Ogdensburg Bridge & Port Auth.
Ogdensburg, NY 13669
315/393-4080

Zone No. 119, Minneapolis-St. Paul
Steven J. Anderson
Gtr. Metro. Area FTZ Cmsn.
1450 Minnesota World Trade Ctr.
30 E. Seventh St.
St. Paul, MN 55101
612/297-4811

Zone No. 120, Cowlitz County, WA
John C. Thompson
Cowlitz Econ. Dev. Council
1338 Commerce, Suite 211
Longview, WA 98632
206/423-9921

Zone No. 121, Albany, NY
Chungchin Chen
Capital Dist. Reg. Planning Cmsn.
214 Canal Square, 2nd Fl.
Schenectady, NY 12305
518/393-1715

Zone No. 122, Corpus Christi, TX
Thomas S. Moore
Port of Corpus Chrisiti Auth.
P.O. Box 1541
Corpus Christi, TX 78403
512/882-5633

Zone No. 123, Denver
Don Cooper
Aspen Distribution
5401 Oswego St., P.O. Box 39108
Denver, CO 80239
303/371-2511

Zone No. 124, Gramercy, LA
Richard J. Clements
South Louisiana Port Cmsn.
P.O. Drawer K
La Place, LA 70068-1109
504/652-9278

Zone 125, South Bend, IN
Kenneth Kanczuzewski
Material Trans Action
2741 N. Foundation Dr.
South Bend, IN 46634-1877
219/233-2666

Zone No. 126, Sparks, NV
Kevin Day
Nevada Dev. Auth.
Nevada FTZ
P. O. Box 11710
Reno, NV 89510
702/784-3844

Zone No. 127, West Columbia, SC
Richard H. Waddle
Richland-Lexington Airport Dist.
Columbia Metro. Airport
3000 Aviation Way
W. Columbia, SC 29169-2190
803/794-3427

Zone No. 128, Whatcom County, WA
Leroy Deardorff
Lummi Indian Business Council
2616 Kwina
Bellingham, WA 98266
206/734-8180

Zone No. 129, Bellingham, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 130, Blaine, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 131, Sumas, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 132, Coos County, OR
Frank G. Martin
Int'l Port of Coos Bay Cmsn.
Oregon Int'l Port of Coos Bay
Port Bldg., Front & Market Sts.
Coos Bay, OR 97420
503/267-7678

Zone No. 133, Quad-City, IA/IL
Richard R. Weeks
Quad-City FTZ, Inc.
First National Bank of the Quad-Cities
Suite 406
Quad-City, IL 61201
309/788-7436 or 319/326-1005

Zone No. 134, Chattanooga
Robert McAuley
Partners for Econ. Progress, Inc.
1001 Market St.
Chattanooga, TN 37402
615/756-2121

Zone No. 135, Palm Beach Cty.
Colonel Frank Donahue
Port of Palm Beach District
P.O. Box 761
Palm Beach, FL 33480
305/832-4556

Zone No. 136, Brevard Cty., FL
Max Willis
Canaveral Port Authority
P.O. Box 267
Port Canaveral Station
Cape Canaveral, FL 32920
305/783-7831

Zone No. 137, Washington Dulles Int'l Airport
Vincent Rivellese
Washington Dulles FTZ
P.O. Box 17349
Washington Dulles Int'l Airport
Washington, DC 20041
703/661-8040

Zone No. 138, Franklin County, OH
Eric N. Waldron
Rickenbacker Port Authority
375 S. High St., 17th Floor
Columbus, OH 43215
614/461-9046

Zone No. 139, Sierra Vista, AZ
Joseph Luce
Sierra Vista Econ. Dev. Fdtn., Inc.
P.O. Box 2380
Sierra Vista, AZ 85636
602/459-6070

Zone No. 140, Flint, MI
Robert Hidley
City of Flint
Bishop Int'l Airport
G-3425 W. Bristol Rd.
Flint, MI 48507
313/766-8620

Zone No. 141, Monroe Cty., NY
Brian F. Curran
County of Monroe
Monroe County FTZ
110 County Office Bldg.
Rochester, NY 14614
716/454-2220

Zone No. 142, Salem, NJ
Charles Sullivan
City of Salem Port Auth.
62 Front Street
Salem, NJ 08079
609/935-6380

Zone No. 143, W. Sacramento, CA
Dennis Clark
Sacramento-Yolo Port Dist.
World Trade Center
W. Sacramento, CA 95691
916/371-8000

Zone No. 144, Brunswick, GA
W. E. Copeland, Jr.
Brunswick FTZ, Inc.
P.O. Box 2336
Brunswick, GA 31521
912/265-6900

Zone No. 145, Shreveport, LA
John W. Holt, Jr.
Caddo-Bossier Parishes Port Cmsn.
P.O. Box 1983
Shreveport, LA 71166
318/636-7266

Zone No. 146, Lawrence County, IL
James Catt
Bi-State Authority
Lawrenceville-Vincennes Airport
Route 4, Box 195
Lawrenceville, IL 62439
618/943-5733

Zone No. 147, Reading, PA
Anthony Grimm
FTZ Corp. of Southeastern Penn.
645 Penn Street
Reading, PA 19601
215/376-6766

Zone No. 148, Knoxville, TN
Tim Topham
Ind. Dev. Board of Blount County
309 S. Washington Street
Maryville, TN 37801-5095
615/983-7715

Zone No. 149, Freeport, TX
Robert Van Borssum
Port of Freeport
P.O. Box 615
Freeport, TX 77541
409/233-2667

Zone No. 150, El Paso, TX
Christine Susany
Westport Econ. Dev. Corp.
#3 Butterfield Trail Blvd.
El Paso, TX 79906
915/775-1411

Zone No. 151, Findlay, OH
John Kovach
Community Dev. Foundation
Municipal Bldg., Rm. 310
Findlay, OH 45840
419/424-7095

Zone No. 153, San Diego
Steve West
City of San Diego Econ. Dev. Div.

NEW ENGLAND

- CONNECTICUT
- MAINE
- MASSACHUSETTS
- NEW HAMPSHIRE
- RHODE ISLAND
- VERMONT

Regional Review

Following are summaries of some of the events affecting site location in each of New England's states in 1988. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

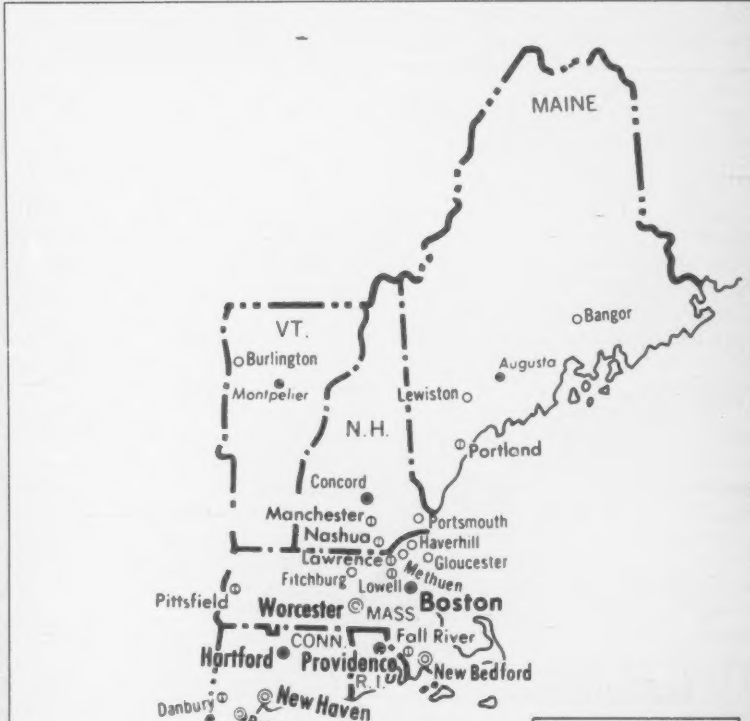
Connecticut

In fiscal 1988, Connecticut's economy remained one of the strongest in the nation. Unemployment dropped to 3% in June 1988. Meanwhile, per capita personal income rose to a record $20,980 in calendar 1987, making Connecticut the richest state in the U.S. for the third consecutive year.

To protect the state's hard-earned prosperity, Gov. Bill O'Neill and the General Assembly gave strong support to new economic initiatives—such as "The Financial Capital Act of 1988." This major program consolidated 13 small business programs into two broad programs. It provides new tax-exempt loans for small and medium manufacturers, and expanded financing eligibility. It also created a "market access" program to help large firms sell bonds in public financial markets. Finally, it allows the Connecticut Development Authority greater flexibility to do higher risk financing with commensurate rates of return.

Additional legislation allowed investment in service-oriented businesses that utilize new technologies.

The state also assisted 41 companies which moved to Connecticut in FY 1988; seven were domestic firms, 34 were "reverse investments" or new American subsidiaries of foreign offices. These firms created 1,530 new jobs. Overall, 22,000 new jobs were created in fiscal '88. Mean-


MAINE
Bangor
Augusta
Lewiston
Portland
VT.
Burlington
Montpelier
N.H.
Concord
Manchester
Nashua
Portsmouth
Haverhill
Lawrence
Gloucester
Methuen
Fitchburg
Lowell
Pittsfield
Worcester
MASS
Boston
CONN.
Fall River
Hartford
Providence
R.I.
New Bedford
Danbury
New Haven
Bridgeport
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
0 5 10 15 Miles
Leominster
Danvers
Beverly
Peabody
Salem
Wakefield
Woburn
Saugus
Lynn
Lexington
Medford
Melrose
Malden
Arlington
Revere
Belmont
Everett
Chelsea
Cambridge
Somerville
Marlboro
Waltham
Watertown
Newton
Brookline
Framingham
Wellesley
Natick
Needham
Quincy
Dedham
Milton
Braintree
Weymouth
Norwood
Randolph
Brockton
Northampton
Holyoke
Chicopee
Springfield
Westfield
West Springfield
Enfield
Torrington
Hartford
Manchester
West Hartford
East Hartford
New Britain
Wethersfield
Bristol
Newington
Waterbury
Middletown
Meriden
Wallingford
Norwich
Hamden
New London
Shelton
Trumbull
Stratford
Milford
West Haven
East Haven
Woonsocket
Attleboro
Taunton
Pawtucket
East Providence
Cranston
Warwick
Newport
Miles 0 10 20

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while, Connecticut manufacturers produce approximately $7 billion annually in export goods.

Maine

Maine has been experiencing steady improvement in its economic climate. In 1988 unemployment was at 3.8%, down from 4.4% in 1987. In *Inc.* magazine's 1988 annual rating of the states' business climates—based on new jobs, new companies and young-company growth over a four-year period—the state moved from the 26th to the 15th position. New job growth was 19.29% and new business growth was 1.64%.

In 1988, funding for training the labor force of new or expanding businesses was increased. In November 1987, Maine's Worker's Compensation laws were amended, eliminating unlimited partial benefits and reducing the maximum benefit allowed.

The state has also created a Science & Technology Commission, "a partnership between business, labor, education, and government" to improve the economy through science and technology. Recent trade improvements have included a new international commerce program, culminating in a March '89 trade mission to Europe.

Massachusetts

"Massachusetts houses some of the most sophisticated high-tech manufacturers in the world, spawned by the presence of the Massachusetts Institute of Technology and other world-class universities in and around Boston," reports Grant Thornton in its July 1988 *Manufacturing Climates Study.* With real estate and labor at a premium, the state ranked third in [pro-business] state and local government fiscal policies, sixth for selected quality of life, seventh for availability and productivity of resources, but 35th for state-regulated employment costs and 40th for labor costs, in Thornton's study.

The state also has one of the highest per capita incomes, and lowest unemployment rates, in the country. Massachusetts ranked 12th in *Inc.* magazine's 1988 annual rating of the states' business climates, based on a four-year period.

Microcom Inc. and Northern Telecome made sizable lease commitments in the state in 1988. Construction was also begun for a 348-room grand hotel in the Prospect Hill Executive Office Park in Waltham. And, the 1.1-million-square-foot International Place at Fort Square in Boston opened for business. Meanwhile, Eastern Hospital bought a 10.5-acre site at the Franklin Industrial Park.

New Hampshire

"New Hampshire is vibrant, growing and, in many respects, the envy of the nation. . . . Our tax rates are among the lowest in the nation. New Hampshire enjoys the lowest corporate tax rate and lowest unemployment compensation tax rate in the Northeast. We have no personal income tax and no sales tax," observes a spokesman for the New Hampshire Office of Industrial Development.

In Grant Thornton's July '88 *Manufacturing Climates Study,* the state ranked second in the nation in tax effort and first in pro-business state and local government fiscal policies. And, it ranked second once again in *Inc.* magazine's 1988 annual rating of the states' business activity over a four-year period.

Grant Thornton also noted that the state has turned into a "hot spot of entrepreneurial activity," and that "entrepreneurial energy is moving north." According to the state's development office, "The largest single new facility opening in 1988 was JARL Extrusions, Inc. in Franklin, employing 80 people."

Legislatively, in 1988 provisions were made in New Hampshire's corporate income tax to allow for a loss carry-over of up to five years. The state also implemented the New Hampshire Economic Development Data System (NEDDS), a one-step, computerized data system of community profiles, available industrial buildings, sites and parks, and other information.

Rhode Island

Rhode Island continued to flourish in 1988, showing a 2.4% unadjusted unemployment rate as of fall '88, and a $115.2 million revenue surplus.

Meanwhile, voters have approved funding for a $13.5 million library and a $4.2 million engineering laboratory at the University of Rhode Island, adding to $9.8 million in construction already planned.

A major program of public sector capital improvements is also being conducted. The "Capital Center Project" in Providence, the biggest yet in-state, includes: the new Civic Center Interchange, the opening of more than 35 acres to private development, and the proposed $300 million Capital Center complex featuring retail, hotel and office space. Transportation improvements include the Woonsocket Industrial Connector highway, the Route 4 extension, and renewed work on the Jamestown-Verrazano Bridge, as well as a host of highway rehabilitation projects.

Legislation in 1988 included repeal of the net worth tax on corporations and income tax credit for small businesses and partnerships providing day care services for employees. The Workforce 2000 Council was also created, providing services to Rhode Island workers. A foreign office was set up in Hong Kong, adding to the Antwerp, Belgium office. And, tourist and business advertising received a substantial boost.

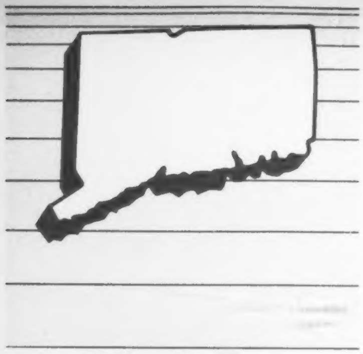
Vermont

According to commissioner Arthur Sanborn, Vermont experienced one of the healthiest economic climates in the nation last year, and was one of the few states to experience expansion of its manufacturing work force (which had been on the decline in 1986).

The unemployment rate in 1988 was 2.7%. Non-farm employment was up 3.8%.

During 1988, as part of the state's Act 200 growth plan, an economic planning group was established to identify important tools to support business growth. Development centers were also set up in the Northeast Kingdom and in Southern Vermont. An adjunct office to the Agency of Development and Community Affairs was set up in Tokyo, and a Canadian-U.S. Trade Commission was established.

Major corporate facility openings included Nastech and Dynapower in Burlington, and Liberty Mutual in Brattleboro. ☐



CONNECTICUT

STATE INFORMATION:

Financial assistance to industry:
- Development incentives (financial)
- Tax incentives
- Bonds & direct loans for buildings & construction
- Bonds & direct loans for machinery & equipment
- Bonds & direct loans for land
- Bonds & direct loans for pollution control & energy conservation
- Urban area development incentives
- Urban enterprise zone development incentives
- New product development financing
- Industrial mortgage insurance
- Assistance for job training
- Private & public financing programs
- Business generation assistance
- Site & facility location assistance

Tax rates:
- Corporate income tax................. 11.5%
- Personal income tax..................... none
- Personal property tax levied by local communities, assessment at 70% fair market value in all towns
- Sales tax:
  - Retail sales............................... 7½%
  - Business services.................... 7½%
- Incorp. & franchise tax. (see corp. tax)
- Gasoline tax .... $.19/gal.

Advanced education facilities:
- Four-year colleges & universities..... 23
- Two-year or junior colleges 36
- Vocational & business schools...... 111

Medical facilities:
- Hospitals 37
- Clinics... 26

Labor analysis:
- Civilian labor force...... 1,669,100 (1988)
- High school graduates............... 50,700

For additional labor market information, contact Employ. Security Division, Labor Dept., 200 Folly Brook Blvd., Wethersfield, CT 06106, 203/566-5160.

Environment controls:

Air pollution: Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford, CT 06115, 203/566-4030

Water pollution: Water Compliance and Hazardous Substances Section (same address as above), 203/566-3245

Noise pollution: Office of Noise Control (same address as above), 203/566-7494

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
CONNECTICUT	3,107.6	3,242.5
Bridgeport	142.5	143.1
Bristol	57.4	60.6
Danbury	60.5	65.5
East Hartford	52.6	51.2
East Haven	25.0	NA
Enfield	42.7	43.4
Fairfield	54.8	53.8
Greenwich	59.6	59.5
Groton Town	41.1	41.8
Hamden	51.1	52.0
Hartford	136.4	139.4
Manchester	49.8	50.3
Meriden	57.1	59.0
Middletown	39.0	40.1
Milford	50.9	52.0
Naugatuck	26.5	NA
New Britain	73.8	73.6
New Haven	126.1	125.0
New London	28.8	29.1
Newington	28.8	NA
Norwalk	77.8	79.2
Norwich	38.1	38.9
Shelton	31.3	NA
Southington	36.9	NA
Stamford	102.5	103.3
Stratford	50.5	51.2
Torrington	31.0	NA
Trumbull	33.0	NA
Vernon	28.0	NA
Wallingford	37.3	NA
Waterbury	103.3	103.2
West Hartford	61.3	60.0
West Haven	53.2	53.4
Westport	25.3	NA
Wethersfield	26.0	NA

New England County Metropolitan Areas (NECMAs)

	Census 1980 —Thousands—	Estimate 1988
Bridgeport-Stamford-Norwalk-Danbury	807.1	834.9
Hartford-New Britain-Middletown-Bristol	1,051.6	1,104.3
New Haven-Waterbury-Meriden	761.3	784.6
New London-Norwich	238.4	252.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT	372.6	42.0	10.73
Bridgeport-Milford	57.1	41.8	11.20
Hartford	94.0	42.6	11.45
New Haven-Meriden	46.0	41.6	10.30
Stamford	23.3	39.2	12.19
Waterbury	23.8	44.2	10.00

*preliminary figures for production workers

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- Office Space Available

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Waterbury, Connecticut 06722
(203) 753-1115 (800) 289-1011

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Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CONNECTICUT	1,788.4	51.1	2.9
Bridgeport-Milford	234.4	8.7	3.7
Hartford	434.0	11.5	2.6
New Haven-Meriden	278.0	2.3	2.8
Stamford	120.1	2.3	1.9
Waterbury	104.5	3.6	3.4

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	76.5	40.0	15.30
MANUFACTURING	384.0	42.1	10.46
DURABLE GOODS	287.2	42.6	10.61
Lumber & Furniture-SIC 24	NA	NA	NA
Primary metal industries-SIC 33	13.2	45.6	10.77
Fabricated metal products-SIC 34	43.3	42.8	9.90
Machinery, except electrical-SIC 35	47.6	44.8	11.07
Electrical & electronic equip.-SIC 36	50.4	42.0	9.03
Transportation equipment-SIC 37	86.9	41.6	12.47
Instruments & related products-SIC 38	24.6	43.0	9.78

Area Wage Survey

Average straight-time hourly earnings

	Hartford 7/88
Office, professional, & technical	
Payroll clerks	$ 7.95
Accounting clerks	8.36
File clerks	8.08
Typists	7.37
Key entry operators	7.60
Secretaries	10.59
Stenographers	NA
Switchbd opr-receptionists	7.82
Word processors	9.01
Drafters	NA
Electronics technicians	12.95
Computer operators	10.22
Computer programmers	14.33
Computer systems analysts	19.16
Maintenance & powerplant	
Carpenters	12.89
Electricians	14.02
Engineers, Stationary	NA
Machinists	12.32
Mechanics (machinery)	12.47
Tool & die makers	13.96
Custodial & material movement	
Guards	6.70
Janitors, porters & cleaners	5.83
Laborers, mat'l hdlg	9.13
Shippers & receivers	9.14
Truckdrivers	11.22
Forklift operators	NA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Bridgeport	30	74	5501	746
Hartford	25	73	6174	666
Middletown	27	73	5976	611
Norwalk	28	73	5847	598

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	165	1,024
Gem stones	NA	2
Sand & gravel (construction)	8,200	35,900
Stone:		
Crushed	9,600	[illegible]300
Dimension	26	90
Combined value of feldspar, mica (scrap) and sand and gravel (industrial)		6,246
Total 1987 (preliminary)		108,462

* thousand short tons

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bridgeport 3, 7, 13, 22
Bristol 1 (Hartford)
Danbury 3 (Bridgeport)
East Hartford 1, 3 (Hartford)
East Haven (New Haven)
Enfield (Hartford)
Fairfield 3 (Bridgeport)
Greenwich 3 (White Plains, NY)
Groton 4 (New London)
Hamden (New Haven)
Hartford 1, 3, 6, 8-21, 23-25
Manchester 3 (Hartford)
Meriden 3 (Hartford)
Middletown 3 (Hartford)
Milford 3 (Bridgeport)
Naugatuck 1 (New Haven)
New Britain 1, 3 (Hartford)
New Haven 1, 3, 7, 11, 13, 15
New London 2, 4, 5, 7, 13
Newington 1, 3 (Hartford)
Norwalk 3 (White Plains, NY)
Norwich 2, 4 (New London)
Shelton 3 (New Haven)
Southington 1 (Hartford)
Stamford 3 (White Plains, NY)
Stratford 3 (Bridgeport)
Torrington 1 (Hartford)
Trumbull (Bridgeport)
Vernon (Hartford)
Wallingford 1, 3 (New Haven)
Waterbury 1 (New Haven)
West Hartford (Hartford)
West Haven 3 (New Haven)
Westport 3 (Bridgeport)
Wethersfield (Hartford)

Airlines

5. Action Airlines
6. Air Canada-Air Ontario
7. Allegheny Commuter
8. American
9. American Eagle
10. Continental
11. Continental Express-Bar Harbour Airlines
12. Delta
13. Delta Connection-Business Express
14. Eastern
15. Eastern Express-Bar Harbor
16. Gulfstream
17. Holiday Airlines
18. Mall Airways
19. Northwest
20. Pan Am Express
21. Piedmont
22. Piedmont Regional-Henson
23. TWA
24. United
25. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bridgeport — 8e, 6g
Bristol — 3eg
Danbury — 3eg
East Hartford — 3e, 1g
East Haven — 8e, 6g
Enfield — 3eg
Fairfield — 8e, 6g
Greenwich — 3e, 1g
Groton — 2e, 3e
Hamden — 8e, 6g
Hartford — 3eg, 1g
Manchester — 3e, 1g
Meriden — 3eg
Middletown — 3eg
Milford — 8e, 6g
Naugatuck — 3eg
New Britain — 3e, 1g
New Haven — 8e, 6g
Newington — 3e, 1g
New London — 3eg
Norwalk — 4e (serves E. Norwalk), 7e (serves S. Norwalk), 3eg
Norwich — 5eg
Shelton — 8e, 3g
Southington — 3eg
Stamford — 3eg
Stratford — 8e, 6g
Torrington — 3eg
Trumbull — 8e, 6g
Vernon — 1g, 3eg
Wallingford — 9e, 3g
Waterbury — 3eg
West Hartford — 3e, 1g
West Haven — 8e, 6g
Westport — 3e, 6g
Wethersfield — 3e, 1g

1. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Hartford 06103
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Northeast Utilities
   (Conn Light & Power Co.) 107 Selden St., Berlin 06037-0218; Box 270, Hartford 06141-0270
4. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855

5. Norwich Dept. of Public Utilities
   34 Courthouse Sq., Norwich 06360
6. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06604
7. S. Norwalk Electric Works
   State St., Box 400, S. Norwalk 06856
8. United Illuminating Co.
   80 Temple St., New Haven 06506
9. Wallingford Elec. Div.
   100 John St., P.O. Box 190,
   Wallingford 06492

DEVELOPMENT COUNSELORS:

State Development Agency

Carson, John J., Cmsr.
Connecticut Dept. of Econ. Dev.
210 Washington St.
Hartford, 06106
203/566-3787

Areas & Others

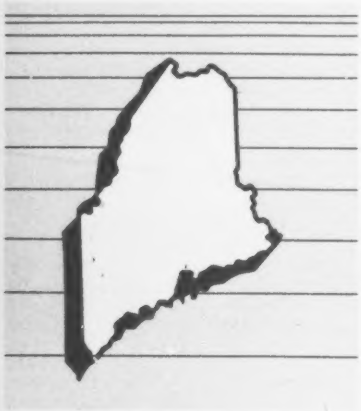
Hartford
Cosgrove, Leslie, V.P.
Stockton Associates
60 Washington St., 06106
203/249-0388
Studley, Don B., Gas Mktg. Mgr.
Northeast Utilities Svc. Co.
P.O. Box 270, 06141-0270
203/721-2703

Middletown
Stronz, Michelle M., Exec. Dir.
Middlesex Ind. Dev. Corp.
70 College St., 06457
201/347-7291

New Haven
Cook, Charles W., Sr. V.P.
The United Illuminating Co.
80 Temple St., 06506
203/787-7302
Nemerson, Matthew
New Haven Chamber of Comm.
P.O. Box 1445 06506
203/787-6735

Oneco
Morrison, Jeremiah P., Dev. Coord.
Town of Sterling
P.O. Box 157, 06373-0157
203/564-4752

Waterbury
Timmerman, Andrew R.
Leasing Manager
New Waterbury, Ltd.
59 Mill Street, 06706
800/289-1011
Guerrera, Ron, Econ. Dev. Dir.
Waterbury Renewal & Econ. Dev. Agency
29 Leavenworth St., 06702
203/757-9621



MAINE

STATE INFORMATION:

Financial assistance to industry:

- Financial packaging assistance
- Industrial & revenue bonds for land, buildings, & equipment
- Small issue tax-exempt bonds (SMART-E Bond)
- Regional revolving loan funds
- Community development loans
- Subsidized training programs
- Loan guarantees
- Venture capital
- SBA 503 & 7A loans
- Jobs & investment tax credit
- Farmers Home Administration loan guarantees
- Urban Development Action Grants (most communities eligible)
- No inventory tax
- No sales tax on air/water pollution control equipment
- No sales tax on raw materials used in mfg. of products for resale
- Marketing assistance
- Business assistance
- Site location assistance
- Mortgage insurance program
- Veterans' loans
- Natural resource entrants program
- Tax increment financing

Tax rates:

Corporate income tax	3.5% on first $25,000; 7.93% on income between $25,000 & $75,000; 8.33% on income between $75,000 & $250,000; 8.93% on excess over $250,000
Personal income tax	1%-10%
Sales tax	5%
Franchise tax	1% of ME book income + $.08/$1,000 of assets (levied on all financial institutions)
Incorporation tax	none
Gasoline tax	$.14/gal.

Advanced education facilities:

Four-year colleges & universities	20
Two-year or junior colleges	NA
Vocational & business schools	35

Medical facilities:

Hospitals	44

Labor analysis:

Civilian labor force	601,500
High-school grads. (employed)	352,415

For further labor market information, contact: Maine Dept. of Labor, State House Sta. 54, Augusta, ME 04333, 207/289-2271

Environment controls:

Air, water, land, & hazardous waste pollution: Dean Marriott, Cmsr., Dept. of Environ. Protection, State House Sta. 17, Augusta, ME 04333, 207/289-2811

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MAINE	1,124.7	1,191.8
Bangor	31.6	30.2
Lewiston	40.5	39.2
Portland	61.6	63.5

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Bangor	137.0	139.1
Lewiston-Auburn	99.7	101.0
Portland	215.8	230.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE	108.5	40.8	9.16
Lewiston - Auburn	10.3	39.1	8.23
Portland	16.7	42.1	9.48

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Portland ME 12/85
Office, professional, & technical	
Payroll Clerks	$ 7.27
Accounting clerks	6.52
File clerks	4.85
Typists	5.34
Key entry operators	6.37
Secretaries	7.91
Switchbd opr-receptionists	5.75
Word processors	6.45
Drafters	NA
Electronic technicians	NA
Computer operators	8.55
Computer programmers	11.49
Computer systems analysts	14.92
Maintenance & powerplant	
Machinists	11.83
Mechanics (machinery)	11.11
Tool & die makers	12.76
Custodial & material movement	
Guards	NA
Janitors, porters, & cleaners	6.47
Laborers, material handling	6.69
Shippers & receivers	7.31
Truckdrivers	9.32
Forklift operators	7.96

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	30.9	NA	NA
MANUFACTURING	103.6	41.5	8.77
DURABLE GOODS	47.5	42.6	8.32

Lumber & wood products- SIC 24		
13.7	42.0	7.81
Primary & fabricated metals- SIC 33		
NA	NA	NA

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MAINE	604.6	13.0	2.2
Lewiston-Auburn	41.3	1.1	2.6
Portland	128.3	1.6	1.3

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bangor 1, 4, 6-10, 13
Lewiston 3, 4, 13
Portland 2-5, 7-13

Railroads

1. Bangor & Aroostook R.R. Co.
2. Boston & Maine Corp.
3. Canadian National Railways
4. Maine Central R.R. Co.

Airlines

5. Continental
6. Continental Express-Bar Harbour Airlines
7. Delta
8. Delta Connection-Business Express
9. Eastern Express-Bar Harbor
10. United
11. United Express-Presidential Airways
12. USAir
13. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bangor — 1e, 3g
Lewiston — 2e, 4g
Portland — 2e, 4g

1. Bangor Hydro-Electric Co.
   33 State St., Bangor 04401
2. Central Maine Power Co.
   Edison Drive, Augusta 04336
3. Maine Utility Gas Co.
   34 Central St., Bangor 04401
4. Northern Utilities, Inc.
   1075 Forest Ave., Portland 04104

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lewiston	21	70	7351	390
Portland	22	68	7501	254

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	48	115
Gem stones	NA	W
Sand & gravel (construction)	9,900	27,700
Stone (crushed)	1,400	7,300
Combined value of cement, garnet (abrasive), peat (1984, 1986), stone (dimension), and values indicated by symbol W		24,411
Total 1987 (preliminary)		60,698

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Sewall, Nancy C., Deputy Commissioner
Office of Business Development
Dept. of Econ. & Comm. Dev.
State House Station 59
Augusta, 04333
207/289-2656

Areas & Others

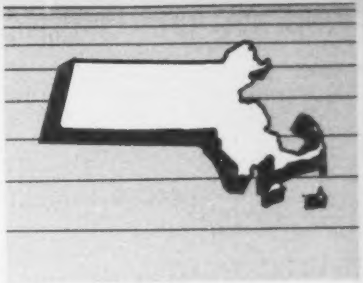
Augusta
Wagner, Richard F.
Dir., Bus. & Comm. Svcs.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521
Jordan, M. Peter, Dir.
Dept. of Econ. Dev.
One City Center Plz., 04330
207/626-2336
Wagner, Richard F., Jr., C.I.D.
Bus. & Comm. Svcs. Dir.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521

Caribou
Clark, Bob
Caribou Dev. Office
Dept. PSP
25 High St., 04736
207/498-8753

East Millinocket
Roundy, Chuck, Exec. Dir.
Katahdin Regional Dev. Corp.
P.O. Box 449 (Railroad Station), 04430
207/746-5338
207/746-9535

Scarborough
Johnson, Roger R., Pres.
Scarborough Econ. Dev. Corp.
P.O. Box 550, 04074
207/883-4893

Waterville
Kelso, Richard L., C.I.D., Pres.
Mid-State Econ. Dev. Corp.
P.O. Box 257, 04901
207/872-5598



MASSACHUSETTS

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Revenue bonds & industrial mortgage guarantees
- Bonds for pollution control equip.
- Aid for recruitment and job training
- Technical assistance & start-up capital for small technology-based businesses and mature industries

Tax rates:

Corporate income tax	9.5% on net
Personal income tax	5% on earned income, or 10% on unearned (stock dividends, etc.)
Personal property tax	varies locally
Sales tax	5%
Franchise tax	$2.60/M on tangibles or net worth. $456.00 min.
Inventory tax	$2.60/M
Gasoline tax	10% on whole state, with min of $.11/gal.

Advanced education facilities:

Four-year colleges & universities	88
Two-year or junior colleges	35
Vocational & business schools	49

Medical facilities:

Hospitals	167
Medical clinics	157
Mental health clinics	261
Outpatient clinics	145

Labor analysis:

Civilian labor force	3,146,000 (11/88)
High school graduates	61,261 (1987)

For additional labor market information, contact: Department of Employment and Training, Charles F. Hurley Bldg., Government Ctr., Boston, MA 02114, 617/727-7412.

Environment controls:

Air & water pollution: Mass. Dept of Environ. Quality Engineering, Div. of Pollution Control, 110 Tremont St., Boston, MA 02202, 617/727-3855

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MASSACHUSETTS	5,737.0	5,884.1
Agawam	26.3	NA
Amherst	33.2	NA
Andover	26.4	NA

Arlington	48.2	44.6
Attleboro	34.2	35.3
Barnstable	30.9	NA
Belmont	26.1	NA
Beverly	37.7	NA
Billerica	36.7	NA
Boston	563.0	566.9
Braintree	36.3	NA
Brockton	95.2	94.9
Brookline	55.1	53.0
Cambridge	95.3	91.4
Chelmsford	31.2	NA
Chelsea	25.4	NA
Chicopee	55.1	57.2
Dedham	25.3	NA
Everett	37.2	NA
Fall River	92.6	92.5
Fitchburg	39.6	39.9
Framingham	65.1	64.2
Gloucester	27.8	28.5
Haverhill	46.9	49.0
Holyoke	44.7	42.6
Lawrence	63.2	64.2
Leominster	34.5	35.5
Lexington	29.5	NA
Lowell	92.4	93.0
Lynn	78.5	80.0
Malden	53.4	53.5
Marlboro	30.6	NA
Medford	58.1	56.9
Melrose	30.1	NA
Methuen	36.7	NA
Milton	25.9	NA
Natick	29.5	NA
Needham	27.9	NA
New Bedford	98.5	98.1
Newton	83.6	82.0
Northampton	29.3	29.2
Norwood	29.7	NA
Peabody	46.0	46.6
Pittsfield	52.0	50.1
Plymouth	35.9	NA
Quincy	84.7	83.0
Revere	42.4	43.1
Salem	38.2	38.6
Somerville	77.4	73.2
Springfield	152.3	150.4
Stoughton	26.7	NA
Taunton	45.0	46.9
Waltham	58.2	57.2
Watertown	34.4	NA
Wellesley	27.2	NA
West Springfield	27.0	NA
Westfield	36.5	37.5
Weymouth	55.6	54.6
Woburn	36.6	NA
Worcester	161.8	160.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS	579.9	41.6	10.38
Boston	273.2	41.6	11.09
Brockton	11.4	NA	NA
Fall River	16.0	NA	NA
Lawrence-Haverhill	49.5	NA	NA
Lowell	35.3	NA	NA
New Bedford	18.5	NA	NA
Springfield-Chicopee-Holyoke	50.2	42.9	9.94
Worcester	45.9	40.6	10.49

*preliminary figures for production workers

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Boston-Lawrence-Salem-Lowell-Brockton	3,662.7	3,718.1
New Bedford-Fall River-Attleboro	474.7	495.7
Pittsfield	145.1	142.5
Springfield	581.8	591.4
Worcester-Fitchburg-Leominster	646.4	670.2

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MASSACHUSETTS	3,130.0	94.1	3.0
Boston	1,537.1	41.1	2.7
Brockton	99.9	3.4	3.5
Fall River	76.7	3.3	4.3
Fitchburg-Leominster	44.7	1.8	4.0
Lawrence-Haverhill	184.1	7.8	4.2
Lowell	149.0	5.2	3.5
New Bedford	86.1	3.5	4.0
Springfield	251.1	7.6	3.0
Worcester	220.2	5.8	2.6

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Boston 8/88	Worcester 4/86
Office, professsional, & technical		
Payroll clerks ....$	9.51	7.85
Accounting clerks	8.96	7.71
File clerks	6.80	5.08
Typists	7.84	NA
Key entry operators	8.39	6.64
Secretaries	10.90	9.01
Stenographers	NA	NA
Switchbd operators/ receptionists	8.45	6.59
Word processors	9.81	7.04
Drafters	13.10	10.83
Electronic technicians	12.33	10.78
Computer operators	10.66	8.91
Computer programmers .	15.30	12.35
Computer systems analysts	19.75	15.62
Maintenance & powerplant		
Carpenters	13.73	11.03
Electricians	15.11	11.84
Engineers, stationary	NA	11.70
Machinists	13.28	11.52
Mechanics (machinery) ...	12.72	10.90
Tool & die makers	15.44	11.80
Custodial & material movement		
Guards	6.72	5.59
Janitors, porters, & cleaners	NA	5.90
Laborers, mat'l handling	10.33	6.68
Shippers & receivers	9.48	7.81
Truckdrivers	13.25	10.96
Forklift operators	11.94	9.43

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	136.7	NA	NA
MANUFACTURING	597.0	41.0	9.77
DURABLE GOODS	396.8	41.7	10.24
Lumber & furniture-SIC 24	NA	NA	NA
Stone, clay, & glass prods.-SIC 32	10.6	40.1	11.82
Primary metal industries-SIC 33	15.5	43.0	9.31
Fabricated metal products-SIC 34	41.4	40.7	10.16
Machinery, except electrical-SIC 35	103.0	42.3	10.69
Electrical & electronic equip.-SIC 36	104.9	42.4	9.77
Transportation equipment-SIC 37	34.9	41.6	12.28
Instruments & related prods.-SIC 38	54.0	40.9	10.83
Misc. mfg. industries-SIC 39	18.9	41.8	8.77

TRANSPORTATION

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (B) = Boston.

Agawam (Chicopee)
Amherst 3 (Chicopee)
Andover 2 (Manchester, NH; B)
Arlington 2 (17 through Bedford; B)
Attleboro 4 (Providence, RI)
Barnstable 4 (Hyannis; B)
Belmont 2 (17 through Bedford; B)
Beverly 2 (B)
Billerica 2 (17 through Bedford; B)
Boston 2, 4, 5, 7-18, 20-25, 27, 29-43, 45-47
Braintree 1 (B)
Brockton 4 (B)
Brookline (B)
Cambridge 2, 29
Chelmsford (17 through Bedford; B)
Chelsea 2, 4 (B)
Chicopee 2, 28, 47
Dedham 4 (B)
Everett 2, 4 (B)
Fall River 4 (New Bedford)
Fitchburg 2, 4 (Worcester)
Framingham 4 (17 through Bedford; B)
Gloucester 2 (B)
Haverhill 2 (Manchester, NH; B)
Holyoke 2 (Chicopee)
Lawrence 2 (Manchester, NH; B)
Leominster 4 (Worcester)
Lexington 2 (17 through Bedford; B)
Lowell 2 (B)
Lynn 2 (B)
Malden 2 (B)
Marlboro 4, 29
Medford 2 (B)
Melrose 2 (B)
Methuen 2 (B)

MASSACHUSETTS

Milton (B)
Natick 4 (17 through Bedford; B)
Needham 1 (B)
New Bedford 4, 26
Newton 4 (B)
Northampton 2, 4 (Chicopee)
Norwood 4 (B)
Peabody 2 (B)
Pittsfield 2, 4 (Albany, NY)
Plymouth (B)
Quincy (B)
Randolph (B)
Revere 2 (B)
Salem 2 (B)
Somerville 2 (B)
Springfield 2, 4 (Chicopee)
Stoughton 4 (B)
Taunton 4 (New Bedford)
Wakefield 2 (17 through Bedford; B)
Waltham 2 (17 through Bedford; B)
Watertown 2 (B)
Wellesley 4 (B)
West Springfield 4 (Chicopee)
Westfield 4 (Hartford, CT)
Weymouth (B)
Woburn 29
Worcester 2, 4, 6, 19, 23, 33, 36, 44

Railroads

1. Bay Colony R.R. Corp.
2. Boston & Maine
3. Central Vermont Railway
4. Conrail
5. Illinois Central
6. Providence & Worcester R.R. Co.

Airlines

7. Aer Lingus
8. Air Canada
9. Air Canada-Air Nova Inc.
10. Air France
11. Alitalia
12. American
13. American Eagle
14. Braniff
15. British Airways
16. Canadian Airlines Intl. Can Part-Air Atlantic
17. Catskill Airways
18. Continental
19. Continental Express-Bar Harbour-Airlines
20. Delta
21. Delta Connection-Business Express
22. Eastern
23. Eastern Express Bar-Harbor
24. Eastern Express-Precision
25. El Al
26. Express Air, Inc.
27. First Air
28. Gulfstream
29. Hub Express, Inc.
30. Lufthansa
31. Midway Airlines, Inc.
32. Midwest Express
33. Northwest
34. Pan American World Airways, Inc.
35. Pan Am Express
36. Piedmont
37. Piedmont Regional-Henson
38. Sabena
39. Swissair
40. TACV-Cabo Verde Airlines
41. TAP Air Portugal
42. TWA
43. United
44. United Express-Presidential Airways
45. USAir
46. Valley Airlines,
47. Westover Air

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Agawam — 25e, 1g
Amherst — 25e, 3g
Andover — 19e, 1g
Arlington — 4e, 5g
Attleboro — 19e, 1g
Barnstable — 11e, 9g, 10g
Belmont — 2e, 5g, 12g
Beverly — 19e, 5g
Billerica — 19e, 9g
Boston — 4e, 5g
Braintree — 6e, 5g
Brockton — 14e, 1g
Brookline — 4e, 5g
Cambridge — 7e, 12g
Chelmsford — 19e, 9g
Chelsea — 4e, 5g
Chicopee — 8e, 1g
Danvers — 13e, 5g
Dedham — 4e, 12g
Everett — 19e, 5g
Fall River — 14e, 16g
Fitchburg — 17eg
Framingham — 4e, 5g, 12g
Gloucester — 19e, 5g
Haverhill — 19e, 15g
Holyoke — 18eg
Lawrence — 19e, 1g
Leominster — 19e, 5g
Lexington — 4e, 5g
Lowell — 19e, 9g
Lynn — 19e, 5g
Malden — 19e, 5g
Marlborough — 19e, 12g
Medford — 19e, 5g
Melrose — 19e, 5g
Methuen — 19e, 1g
Milton — 4e, 5g
Natick — 4e, 5g, 12g
Needham — 4e, 5g, 12g
New Bedford — 11e, 12g
Newton — 4e, 5g
Northampton — 19e, 1g
Norwood — 20e, 5g
Peabody — 21e, 5g
Pittsfield — 25e, 3g
Plymouth — 11e, 12g
Quincy — 19e, 5g
Randolph — 19e, 1g
Revere — 19e, 5g
Salem — 19e, 5g
Somerville — 4e, 5g, 12g
Springfield — 25e, 1g
Stoughton — 14e, 1g
Taunton — 22e, 1g
Wakefield — 23eg, 5g
Waltham — 4e, 5g
Watertown — 4e, 5g
Wellesley — 24e, 5g
West Springfield — 25e, 1g
Westfield — 26eg
Weymouth — 19e, 5g
Woburn — 4e, 5g
Worcester — 19e, 12g

1. Bay State Gas Co.
   120 Royall St., Canton 02021
2. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
3. Berkshire Gas Co.
   115 Cheshire Rd., Pittsfield 01201
4. Boston Edison Co.
   800 Boylston St., Boston 02199
5. Boston Gas Co.
   One Beacon St., Boston 02108
6. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
7. Cambridge Elec. Light Co.
   46 Blackstone St., Cambridge 02139
8. Chicopee Elec. Light Dept.
   725 Front St., Chicopee 01020
9. Colonial Gas Co.
   40 Market St., Lowell 01852
10. Colonial Gas Co., Cape Cod Div.
    127 White's Path, S. Yarmouth 02664
11. Commonwealth Electric Co.
    2421 Cranberry Hwy., Wareham 02571
12. Commonwealth Gas Co.
    One Main St., Box 9150, Cambridge 02142-9150
13. Danvers Elec. Division
    2 Burroughs St., Danvers 01923
14. Eastern Edison Co.
    110 Mulberry St., Box 471, Brockton 02403
15. Essex County Gas Co.
    7 N. Hunt Rd., Box 500, Amesbury 01913
16. Fall River Gas Co.
    155 N. Main St., Fall River 02722
17. Fitchburg Gas & Elec. Light Co.
    285 John Fitch Hwy., Box 2070, Fitchburg 01420
18. Holyoke Gas & Elec. Dept.
    70 Suffolk St., Holyoke 01040
19. Massachusetts Elec. Co.
    25 Research Dr., Westborough 01582
20. Norwood Mun. Light Dept.
    206 Central St., Norwood 02062
21. Peabody Mun. Light Plant
    70 Endicott St., Peabody 01960
22. Taunton Mun. Light Plant
    55 Weir St., Box 870, Taunton 02780
23. Wakefield Mun. Light Dept.
    9 Albion St., Wakefield 01880
24. Wellesley Dept. of Public Works
    455 Worcester, Box 364, Wellesley Hills 02181
25. Western Mass. Elec. Co.
    174 Brush Hill Ave., W. Springfield 01090-0010
26. Westfield Gas & Elec. Lt. Dept.
    100 Elm, Box 990, Westfield 01086

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	131	760
Gem stones	NA	1
Lime	W	W
Sand & gravel:		
Construction	20,800	85,200
Industrial	48	840
Stone:		
Crushed	9,400	47,800
Dimension	71	13,697
Combined value of peat and values indicated by symbol W		8,426
Total 1987 (preliminary)		156,724

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Amherst	23	71	6612	500
Boston	30	74	5593	699

Fitchburg	24	72	6619	523
Framingham	26	73	6205	613
Haverhill	26	74	6024	667
Lawrence	26	73	6232	563
New Bedford	32	73	5305	721
Springfield	27	74	5953	699
Taunton	27	71	6276	455
Worcester	23	70	6950	359

DEVELOPMENT COUNSELORS:

State Development Agency

Donavan, Joseph J., Exec. Div.
Massachusetts Office of Bus. Dev.
100 Cambridge St., 13th Fl.
Boston, 02202
617/727-3208

Areas & Others

Arlington
Morahan, Robert M., Eco. Dev. Coord.
Town of Arlington
51 Grove Street, 02174
617/643-8294

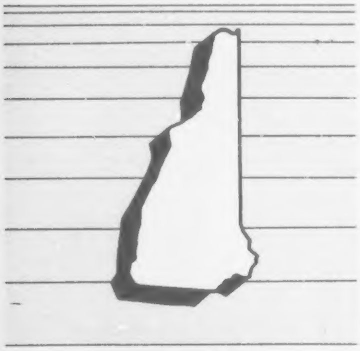
Cambridge
Foden, Harry G., C.I.D., V.P.
Arthur D. Little, Inc.
32 Acorn Pk., 02140
617/864-5770 Ext. 3141

Fitchburg
Lanava, Michael A., Exec. Dir.
Fitchburg Ind. Dev. Cmsn.
718 Main St., City Hall, 01420
617/345-9602

New Bedford
Bourgeois, David M., Exec. Dir.
Econ. Dev. Corp. of New Bedford
133 William St., Rm. 221
City Hall, 02740
617/997-6501

Pittsfield
Maynard, David A., Cmsr.
Pittsfield Office of Community & Econ. Dev.
70 Allen St., 01201
413/499-9368

Taunton
McAloon, William A., Exec. Dir.
Taunton Ind. Dev. Cmsn.
14 Merchants Ln., 02780
617/824-5856



NEW HAMPSHIRE

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Aid for job training
- Bonds for machinery & equipment
- Mortgage guarantees

Tax rates:

Corporate income tax as of 7/1/87 per current legislation	8%
Personal income tax	none
Sales tax	none
Incorporation tax additional fee based on amount of authorized tax	$60 min.
Franchise tax amount of original incorporation fee. $25 document filing fee effective	equals
Gasoline tax	$.14/gal.

Advanced education facilities:

Four-year colleges & universities	17
Two-year or junior colleges	6
Vocational & technical schools	7

Medical facilities:

Hospitals	29
Outpatient clinics (OC)	53
Day habilitation	19
Adult medical day care	5
Birthing center	1
Kidney dialysis	2

Labor analysis:

Civilian labor force	607,030
High school graduates	11,685 (6/88)
Mfg. workers in unions	15.8% (est.)

For additional labor market information, contact Dept. of Employ. Security, 32 S. Main St., Concord, NH 03301, 603/228-4123

Environment controls:

New Hampshire Dept. of Environmental Services, Alden H. Howard, Commissioner, P.O. Box 95, Concord, NH 03301, 603/271-3503

Air pollution: Dennis R. Lunderville, Dir., Air Resources Division, 64 North Main St., Concord, NH 03301, 603/271-1370

Water pollution: Position currently vacant, Exec. Dir., Water Supply & Pollution Control Division, P.O. Box 95, Hazen Dr., Concord, NH 03301, 603/271-3503

Hazardous waste: John Minichiello, Chief, Hazardous Waste Mgt. Division, Hazen Dr., Concord, NH 03301, 603/271-2905

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEW HAMPSHIRE	920.6	1,060.1
Concord	30.4	NA
Manchester	90.9	101.3
Nashua	67.9	78.7
Portsmouth	26.3	29.1

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Manchester-Nashua	275.0	322.1
Portsmouth-Dover-Rochester	275.7	328.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE	121.1	40.1	9.78
Nashua	37.5	40.5	12.15
Portsmouth-Dover-Rochester	20.8	41.3	9.16

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW HAMPSHIRE	607.0	14.5	2.4
Nashua	100.2	3.2	3.2
Portsmouth-Dover-Rochester	137.6	2.1	1.5

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	37.2	NA	NA
MANUFACTURING	118.3	41.0	9.30
DURABLE GOODS	82.3	41.4	9.47
Lumber & wood prods.-SIC 24	6.2	39.3	7.92
Furniture & fixtures-SIC 25	1.6	41.1	7.67
Stone, clay, & glass prods.-SIC 32	3.5	42.4	8.73
Primary metal industries-SIC 33	4.4	43.3	9.43
Fabricated metal products-SIC 34	6.6	41.9	9.32
Machinery, except electrical-SIC 35	25.5	43.8	9.67
Electrical & electronic equip.-SIC 36	23.1	39.9	10.26
Misc. mfg. industries-SIC 39	2.0	39.8	7.93

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Manchester.

Concord 1 (M)
Manchester 1-7
Nashua 1 (M)
Portsmouth 1 (M)

Railroads

1. Boston & Maine Corp.

Airlines

2. Business Express
3. Continental Express-Bar Harbour Airlines
4. Delta Connection-Business Express
5. Eastern Express-Precision
6. United
7. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Concord — 1e, 2g
Manchester — 6e, 4g
Nashua — 6e, 3g
Portsmouth — 6e, 5g

1. Concord Electric Co.
   1 McGuire St., Box 1338, Concord 03301-1338
2. Concord Natural Gas Corp.
   66 N. Main St., Concord 03301
3. Gas Service, Inc.
   1260 Elm St., P.O. Box 329, Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., P.O. Box 329, Manchester 03105
5. Northern Utilities, Inc.
   1075 Forest Ave., Portland, ME 04104
6. Public Service Co. of NH
   1000 Elm St., P.O. Box 330
   Manchester 03105

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	9,300	33,700
Stone:		
Crushed	1,900	6,200
Dimension	88	6,989
Combined value of industrial minerals		319
Total 1987 (preliminary)		47,208

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Concord	20	70	7482	353
Nashua	23	70	7081	351

DEVELOPMENT COUNSELORS:

State Development Agency

John Burns, Director
State of New Hampshire
Dept. of Resources & Econ. Dev.
Division of Econ. Dev.
105 Loudon Rd., 03301
603/271-2591

Areas & Others

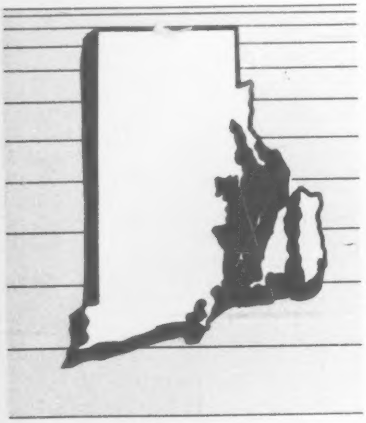
Concord
Lurvey, Kenneth G., Econ. Dev. Dir.
Concord Eco. Dev. Dept.
City Hall
Concord, 03301
603/225-8595

Dover
Economic Director
City of Dover, Eco. Dev.
288 Central Ave., 03820
603/742-3551, ext. 230/229

Keene
Heavener, Stephen A., Exec. Dir.
Keene IDC
P.O. Box 6220, 03431
603/352-4939

Manchester
Taylor, Jay E., V.P.
Gtr. Manchester Dev. Corp.
889 Elm St., 03101
603/624-6505

Rochester
Bald, George M., Eco. Dev. Dir.
City of Rochester
31 Wakefield St., 03867
603/335-1338



RHODE ISLAND

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings & equipment
- Low-cost financing for fixed-asset & working capital loans
- Tax-exempt & insured industrial revenue bonds
- SBA financing

Tax rates:

Corporate income tax	8% of net
Personal income tax	22.96% of federal
Personal property tax	varies locally
Sales tax	6%
Franchise & incorp. tax	$2.50/10M
Gasoline tax	11% of wholesale price (13¢/gal. min.) plus excise tax of 2% of wholesale price (2¢/gal. min.)

Advanced education facilities:

Four-year colleges & universities	10
Two-year or junior colleges	1
Vocational & business schools	32

Medical facilities:

Hospitals	20
Clinics	NA

Labor analysis

Civilian labor force	525,000
High school graduates	14,000
Mfg. workers in unions	11%

For additional labor market information, contact Dept. of Employ. Security, 24 Mason St., Providence, RI 02903

Environment controls:

Air & Water Pollution: Dept. of Environ. Mgt., 83 Park St., Providence, RI 02908, 401/277-2234

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
RHODE ISLAND	947.2	990.0
Coventry	27.1	NA
Cranston	72.0	73.9
Cumberland	27.1	NA
East Providence	51.0	51.6
Newport	29.3	NA
North Providence	29.2	NA
Pawtucket	71.2	73.3
Providence	156.8	158.0
Warwick	87.1	88.8
West Warwick	27.0	NA
Woonsocket	45.9	45.4

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Providence-Pawtucket-Woonsocket	865.7	903.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND	117.0	39.7	8.55
Pawtucket-Woonsocket-Attleboro	54.2	39.7	8.16
Providence	73.4	39.6	8.47

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
RHODE ISLAND	523.8	12.8	2.4
Pawtucket-Woonsocket-Attleboro	166.3	5.2	3.1
Providence	341.7	8.2	2.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Pawtucket Woon-socket Attleboro, RI/MA 3/88	Providence Warwick Pawtucket, RI/MA 6/86
Office, professional, & technical		
Payroll clerks $	8.14	7.06
Accounting clerks	7.61	6.87
File clerks	5.82	5.25
Typists	6.40	5.62
Key entry operators	6.88	6.24
Secretaries	8.95	8.32
Stenographers	NA	6.68
Switchbd opr-recept's	6.59	5.95
Word processors	NA	7.08
Drafters	12.19	9.83
Electronics technicians	NA	10.85
Computer operator	9.38	8.04
Computer programmers	12.41	11.22
Computer systems analysts	16.75	15.37
Maintenance & powerplant		
Carpenters	9.57	9.49
Electricians	11.63	11.20
Engineers, stationary	NA	NA
Machinists	10.72	10.13
Mechanics (machinery)	10.22	10.65
Tool & die makers	13.19	12.12
Custodial & material movement		
Guards	6.30	4.53
Janitors, porters, & cleaners	5.91	4.91
Laborers, mat'l handling	6.55	6.60
Shippers & receivers	8.05	7.83
Truckdrivers	10.09	10.98
Forklift operators	7.80	7.73

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	19.2	NA	NA
MANUFACTURING	116.5	40.0	8.19
DURABLE GOODS	80.2	40.1	8.10
Lumber & furniture-SIC 24	NA	NA	NA
Stone, clay, & glass prods.-SIC 32	1.8	40.7	10.21
Primary metal industries-SIC 33	5.2	42.6	9.44
Fabricated metal products-SIC 34	8.9	40.0	7.68
Machinery, except electrical-SIC 35	6.1	43.1	10.23
Electrical & electronic equip.-SIC 36	11.8	40.2	7.48
Transportation equipment-SIC 37	9.2	40.3	10.75
Instruments & related prods.-SIC 38	4.7	41.2	8.05

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (P) = Providence

Coventry (P)
Cranston 2 (P)
Cumberland 2 (P)
East Providence 2 (P)
Newport 2 (P)
North Providence (P)
Pawtucket 1, 2 (P)
Providence 1-16
Warwick (P)
West Warwick 2 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester R.R. Co.

Airlines

3. American
4. American Eagle
5. Continental
6. Continental Express-Bar Harbour Airlines
7. Delta Connection-Business Express
8. Eastern
9. Holiday Airlines
10. Northwest
11. Pan Am Express
12. Piedmont
13. Piedmont Regional-Henson
14. United
15. United Express-Presidential Airways
16. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Coventry — 2e, 4g
Cranston — 2e, 4g
Cumberland — 1e, 5g
East Providence — 2e, 4g
Newport — 3e, 4g
North Providence — 2e, 4g, 5g
Pawtucket — 1e, 4g, 5g
Providence — 2e, 4g
Warwick — 2e, 4g
West Warwick — 2e, 4g
Woonsocket — 1e, 5g

1. Blackstone Valley Electric Co.
   Washington Hwy., Box 1111, Lincoln 02865
2. Narragansett Electric Co.
   280 Melrose St., Providence 02901
3. Newport Electric Corp.
   Box 4128
   Middletown 02840-0011
4. Providence Gas Co.
   100 Weybosset St., Providence 02903
5. Valley Resources Inc.
   1595 Mendon Rd., Cumberland 02864-0700

Water Resources

RI Water Resources Board
265 Melrose St.
Providence, 02907
401/277-2217

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel		
Construction)	2,800	11,200
Industrial	20	140
Stone (crushed)	1,200	6,500
Combined value of other industrial minerals		101
Total 1987 (preliminary)		17,941

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Providence	28	73	5908	574

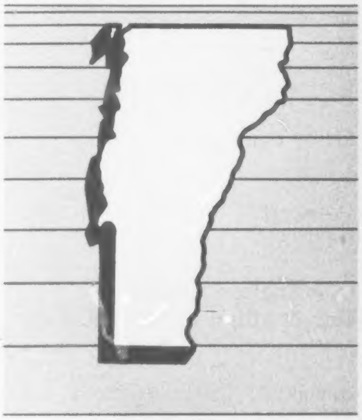
DEVELOPMENT COUNSELORS:

State Development Agency

Fazzano, Louis A, Dir.
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence, 02903
401/277-2601

Areas & Others

Pawtucket
Adams, Norman J., C.I.D., Pres. & CEO
North American Inds., Inc.
P.O. Box 348, 02862
401/725-6788



VERMONT

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:

Corporate income tax............VT has a corp. net income tax. The rates apply to taxable income allocated or apportioned to VT: $0-$10,000, 5.5%; $10,001-$25,000, $550 + 6.6% of excess over $10,000; $25,001-$250,000, $1,540 + 7.7% of excess over $25,000; $250,000 & over, $18,865 + 8.25% of excess over $250,000.

VERMONT

Personal income tax...... 25% of a person's federal income tax, i.e., if federal income tax is $1,000, VT tax is $250.
Sales tax 4%
Franchise & incorp. tax....... graduated
Inventory tax.................... varies locally
Gasoline tax .... $.13/gal.

Advanced education facilities:
Four-year colleges & universities ...23
Two-year or junior colleges 5
Vocational & business schools........16

Medical facilities:
Hospitals 16
Clinics 12

Labor analysis:
Civilian labor force...................300,500
High school graduates.................6,900

For additional labor market information, contact Dept. of Employ. and Training, P.O. Box 488, Green Mountain Dr., Montpelier, VT 05602, 802/229-0311

Environment Controls:

Air Pollution: Air Pollution Control, Environ. Engineering Div., Agency of Environ. Conservation, 103 South Main St., Waterbury, VT 05676

Water Pollution: Water Quality Div., Water Resources Dept., (same address as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
VERMONT	511.5	550.3
Burlington	37.7	39.0

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1988
	—Thousands—	
Burlington	120.1	132.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT	50.1	42.2	9.70
Barre-Montpelier	4.7	NA	NA
Burlington	16.6	41.3	10.40

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VERMONT	300.0	5.6	1.9
Burlington	78.0	1.2	1.6

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	16.4	NA	NA
MANUFACTURING	49.3	40.6	9.12
DURABLE GOODS	34.7	41.3	9.37
Lumber & wood prods.-SIC 24	3.9	42.1	6.85
Furniture & fixtures-SIC 25	2.2	39.8	7.55
Stone, clay, & glass prods.-SIC 32	2.6	44.9	9.45
Fabricated metal products-SIC 34	3.3	43.6	11.00
Machinery, except electrical-SIC 35	4.3	42.9	9.14
Electrical & electronic equip.-SIC 36	12.0	39.4	10.32

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Burlington 1-9

Railroads

1. Central Vermont Railway
2. Vermont Railway

Airlines

3. Brockway Air
4. Continental
5. Delta Connection-Business Express
6. Eastern Express-Bar Harbor
7. Piedmont Regional-Henson
8. United
9. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Burlington — 1e, 2g

1. Burlington Electric Dept.
   585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.
   P.O. Box 467, Burlington 05402

Rural utilities contacts:

Vermont Elec. G & T Co-op, Inc.
Charles Farrington, Acting Mgr.
School St., Johnson 05656
802/635-2331

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Burlington	17	70	7953	379

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	10
Sand & gravel (construction)	4,900	11,800
Stone:		
Crushed	2,400	11,100
Dimension	104	27,688
Combined value of asbestos, talc and pyrophyllite		8,972
Total 1987 (preliminary)		59,570

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Newhall, Frederick M., CID
Ind. Expansion Director
Agency of Dev. & Comm. Affairs
109 State St.
Pavillion Office Bldg.
Montpelier, 05602
802/828-3221

Areas & Others

Burlington
Behney, C. Harry, Exec. Dir.
Gtr. Burlington Ind. Corp.
P.O. Box 786, 05402
802/862-5726

North Bennington
Moulton, Patricia L., Exec. Dir.
Bennington Cty. Ind. Corp.
P.O. Box 357, 05257
802/442-8975

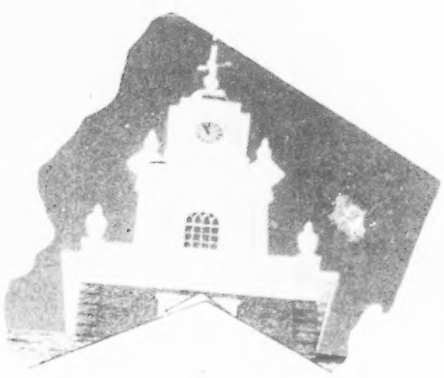
Rutland
Bienvenue, Paul A., Exec. Dir.
Southern Vt. Dev. Council, Inc.
P.O. Box 783, 05701
802/773-4333

White River Junction
Staudinger, Jeff, Exec. Dir.
Green Mountain EDC
P.O. Box 246
Gates-Briggs Bldg., Ste. 210, 05001
802/295-3710

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name



New Business Heavyweight

by Michael Hartnett

New pro-business policies by New Jersey's state government have succeeded in attracting hundreds of new companies from other states and have fostered expansion by companies of all sizes already in-state. These two dynamics have transformed the Garden State's business climate.

The speed and the scope of this turnaround is all the more remarkable given the state's image in the early 1980s. A survey back then by Grant Thornton ranked New Jersey 47th among all states as a good place to do business. Now the state is in the top quarter nationally, and near the top when compared with other Northeastern states.

The state's strategic location means there are 12 states—and 60 million consumers—within overnight delivery from New Jersey's producers. This population concentration adds up to 28% of the nation's buying power, nearly $800 billion. More than $1 out of every $4 spent at retail is derived from these markets, amounting to $369 billion. And these markets have one of the highest household incomes in the country, an average of $34,000.

For the past several years, the state has added about 100,000 new jobs every year.

The state's transportation resources are hard to match, with interstate highways, airports, rail lines, and harbors providing gateways to national and world markets. A labor force that once depended heavily on manufacturing is now much more diverse, thanks to the state's network of vocational, technical and professional educational facilities.

"In the past seven years, under Gov. Thomas H. Kean, the state phased out some onerous taxes, and that is the cornerstone of the turnaround," says Ben Ferrara, director of the New Jersey Division of Economic Development. "The state let it be known that the whole attitude of government has changed. There is now a true partnership between the business community and the state."

Taxes that were phased out include the net worth portion of corporate net worth, the corporate business tax, the state tax on machinery and equipment and the business personal property tax.

Economic diversity

"New Jersey used to have a lot of heavy industry some years back, but when manufacturing left the state, and sometimes the country, too, we began to replace those companies with a diversity of businesses, especially in hi-tech. We are no longer as easily subject to the ups and downs of the national economy because of our diversity. There was a time that when the petroleum and chemical industry was down, the whole state was pulled down. Now we have more insulation against recession," says Ferrara.

While manufacturing companies are still an important component of the state's economy, this sector now accounts for just 18.9% of all non-farm employment in New Jersey. Service-related jobs account for the largest percentage, with 24.4%, followed by trade, 24%, and govern

New Jersey is one of the most diverse states in the country, economically as well as geographically.

ment, 15.1%. Transportation and utility companies employ 6.6% of the workforce, financial institutions account for 6.3%, and construction employs 4.7%.

New Jersey is one of the most diverse states in the country, economically as well as geographically. Northern New Jersey houses many corporate headquarters. Further south, major petroleum and chemical companies have major facilities. From the central part of the state to the southern tip, agriculture and pine barrens dominate. Interspersed are hundreds of companies that enjoy the benefits of affordable construction sites within close proximity to the state capital in Trenton and easy travel distance to Philadelphia. Then there are the casinos in Atlantic City.

More than 30 million people visit the casinos each year, pushing it past Disney World as the most popular resort in the U.S. And not far from those casinos, in Atlantic County, the federal government has invested $2 billion in its new FAA Technical Center.

Emerging patterns of growth

Ferrara believes the state's expansion will continue for several years, but at a somewhat slower pace. Recent patterns of development are already having an impact on the next round of growth.

"Northern New Jersey has become rather expensive for manufacturing companies who need large facilities and huge parking lots," notes Ferrara.

"Instead of manufacturing companies, we are getting corporate headquarters. Bergen County, for example, has a number of Fortune 500 companies. The smaller manufacturing and research companies are migrating south, where land is less expensive and labor is plentiful. The central part of the state will benefit from this migration. The international airport being pushed for Atlantic County should happen in the next five to 10 years and that will encourage additional growth."

"We have changed the image of the state," adds Ferrara. "One of the programs that had a major impact was the tourism commercials that appeared nationwide. . .showing the beautiful, scenic areas we have."

Ferrara believes the increased importance that many company executives place on "quality of life" has worked to New Jersey's advantage. "New Jersey offers a high quality of life. We have 130 miles of the best beaches in the world. We have thousands of lakes. We have the casinos in Atlantic City, and with easy access to New York City and Philadelphia we have the benefits of two major cultural centers."

Optimum infrastructure system

The state has a remarkable infrastructure and support services that have attracted major companies from almost every field of endeavor. New Jersey has 35,000 miles of highway and more railroad track per square mile than any other state. Newark International Airport is one of the most modern and fastest-growing in the country. And there are 11 other New Jersey airports large enough to serve business jets.

Port Newark/Port Elizabeth has earned the nickname of "container capital of the world" by handling more than 12 million tons of cargo each year. And the Port of Philadelphia, which includes many of the Delaware River ports, is the second largest foreign trade port in the country.

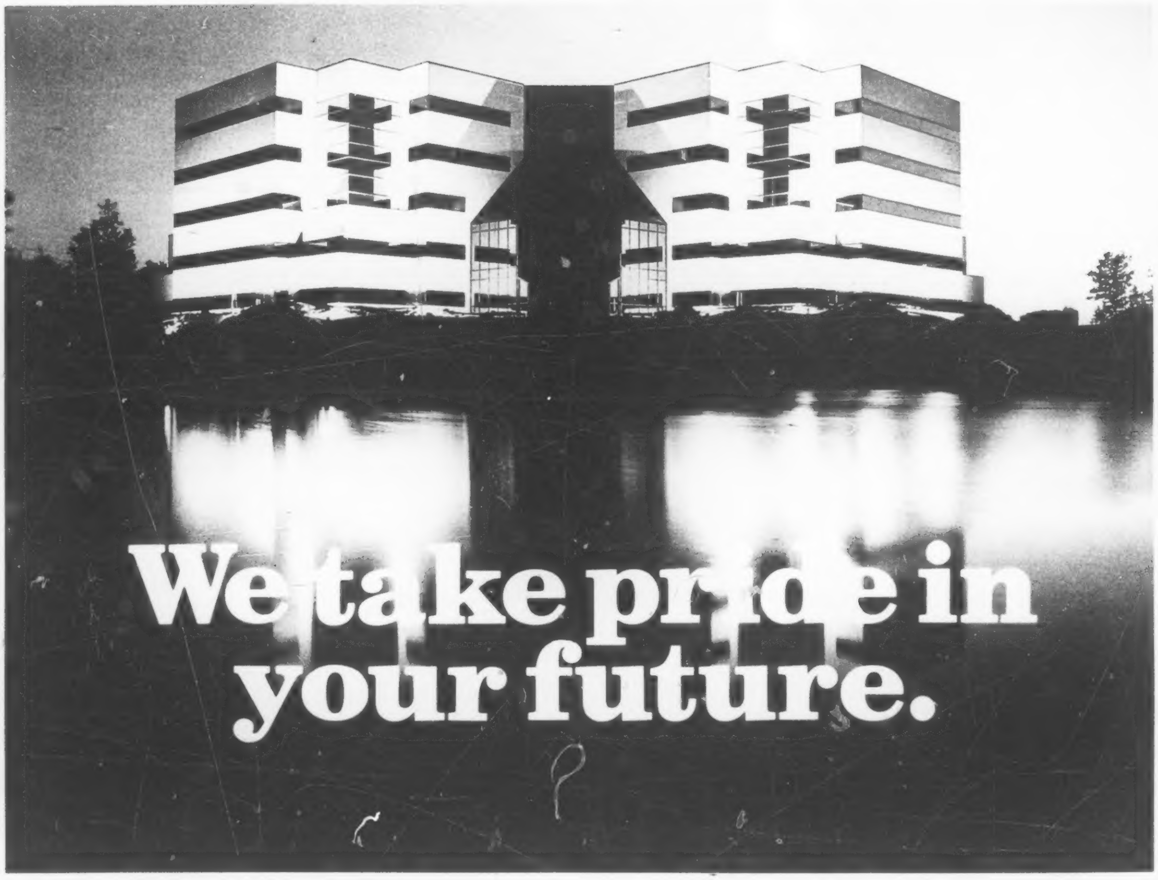
Companies that have responded to the opportunities available in New Jersey comprise an international Who's Who list. Japanese companies like Okidata and Sharp have headquarters in the state, as do Samsung and Daewoo from South Korea and Rolls Royce from England. The state ranks first in pharmaceuticals, with companies such as Hoffman-La Roche, Ciba-Geigy, Johnson & Johnson and Merck. It is ranked second in chemicals, fifth in rubber and plastics, sixth in instrumentation and related products, sixth in commercial printing, seventh in petroleum, eighth in food, paper and paper products, and ninth in electrical machinery, fabricated metal, and leather products.

The trained labor force to serve those diverse industries is provided in part by the state's five universities, 34 four-year colleges, 22 two-year colleges, a state college of engineering and a state medical and dental school. Given that strong underpinning of advanced education, it's not surprising that New Jersey companies are heavily involved in biotechnology, fiber optics, genetic engineering, and laser technology. Communication giants like Bell Laboratories, RCA, ITT and AT&T Information Systems Labs are also well represented.

Shared port facilities

The Port Authority of New York & New Jersey presides over more facilities than many countries have within their national borders.

Created in the 19th century to resolve disputes between the two states, the port authority has an awesome task. It has operating responsibility for Newark, Kennedy and LaGuardia airports, three major bridges, including the George Washington Bridge which spans the Hudson, two major underwater tunnels connecting the two states, several industrial parks, and some of the largest container ports and marine terminals in the world.



At Bellemead, we build more than just pretty buildings. We plan, sculpt, and shape your work environment into an atmosphere that promotes prosperity and success.

For over 20 years, Bellemead has been building success stories for corporations throughout the nation. Let us help your company achieve the success you've been planning all along. Because at Bellemead, our clients and a successful future go hand in hand.

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Bellemead builds success stories.

CORPORATE CENTERS IN NEW JERSEY

PRINCETON CORPORATE CENTER
South Brunswick, NJ
WATERVIEW CORPORATE CENTER
Parsippany, NJ
PARSIPPANY CORPORATE CENTER
Parsippany, NJ

SOMERSET HILLS CORPORATE CENTER
Warren Township, NJ
MEADOWLANDS CORPORATE CENTER
Lyndhurst, NJ
BRANCHBURG CORPORATE CENTER
Branchburg, NJ

280 CORPORATE CENTER
Roseland, NJ
78 CORPORATE CENTER
Lebanon, NJ

For further information, contact: **Samuel Ketive** Senior Vice President

Bellemead Development Corporation
280 Corporate Center
4 Becker Farm Road, Roseland, New Jersey 07068 201-740-1110

The Chubb Corporation
CHUBB

> **"There is one vantage point in Elizabeth where it is possible to see rail lines pass container shipping facilities as planes from Newark Airport fly overhead."**
>
> **—William Inglefield,**
> **Executive Director, Elizabeth Development Company**

Roy H. Jaeger, manager of port real estate, says many companies that rely on international markets do tend to gravitate toward northern New Jersey because of the port facilities, but he adds that many are also attracted by the strength of the local market. "For example, one of our major commodities is imported automobiles. We are the largest port in the U.S. for the import of cars, everything from BMW's to Hyundais. We made a commitment to these companies by building a $32 million auto marine terminal, which means the cars are off-loaded and shipped right to the local markets. We have the facilities to handle all those cars and we have the local market, the people who will buy them."

Container shipping was basically invented at the Port Elizabeth facility. To develop this new method for shipping valuable cargoes, the port authority joined with SeaLand. "We put $325 million at risk to have the facilities to handle container ships when this was considered a risky venture," says Jaeger. "There are larger facilities that deal with bulk cargo, like oil, but one of the keys to rating a facility is the value of the cargo. We are fourth in world in tonnage, but No. 1 in the U.S. in both tonnage and the value of the cargoes."

"We have tremendous resources not only in facilities, but also in the professional talent within the organization. We are willing to help our basic businesses in areas like marketing and tonnage analysis. We have tried to be a resource to our tenants and we work with them," adds Jaeger.

Elizabeth's industrial-commercial mix

The City of Elizabeth has created its own private, non-profit economic development corporation.

William T. Inglefield, executive director of the Elizabeth Development Company, explains, "We have engaged in a variety of programs in the last 10 years to provide direct, hands-on assistance to small, medium and large companies in Elizabeth. And we work to retain and strengthen them. We also work to attract new business to the City of Elizabeth."

The city has traditionally been in the industrial, distribution and manufacturing segments because of its transportation advantages and strong labor pool. According to Inglefield, there is one vantage point in Elizabeth where it is possible to see rail lines pass container shipping facilities as planes from Newark Airport fly overhead. In the past five years, however, the city has seen a change of direction toward increased interest in commercial space by service firms.

The city's objective is to achieve more of a balance between industrial and commercial companies. Some major industrial users left the city several years ago, leaving millions of square feet of office space vacant. The city has attracted dozens of small companies interested in the bargain prices the old buildings represent. The result is a 60% to 70% occupancy rate, however, Inglefield cautions this low-cost space is not for the image-conscious.

Elizabeth positions itself as having an ideal location for companies who rely on distribution by truck, container shipment or air. "If a business needs to be in this market area but doesn't have to be in New York City, costs are much lower in Elizabeth."

Recently, a Brooklyn, NY company, Omega Handbags, moved into an industrial park in Elizabeth that was made possible by the state's Economic Development Authority and the city's own development company. Using industrial revenue bonds and the local finance development fund, which carries only 4% interest, the state and city were able to offer an attractive package. The deal was sweetened with the city's own employment training program.

"In selected areas of the city and on a case-by-case basis the city will provide tax abatement, and tenants in our two industrial parks get automatic abatement," notes Inglefield. Abatement programs run from five to 15 years. In cases of new construction, normal tax rates are replaced by a formula calling for payments of 2% of the total project cost.

The City of Elizabeth also offers several attractive job training programs. In addition to arranging customized training for specific companies in technical, mechanical or clerical skills, the city also offers a program in which it pays 50% of the wages paid to workers during training, provided those workers are given employment when training is completed.

"This is a city of both business, industry and very strong neighborhoods. It is the kind of a city where you are known by the neighborhood you grew up in. The way this city developed, many of the people who lived here also worked here. The city had no choice but to be pro-business," says Inglefield.

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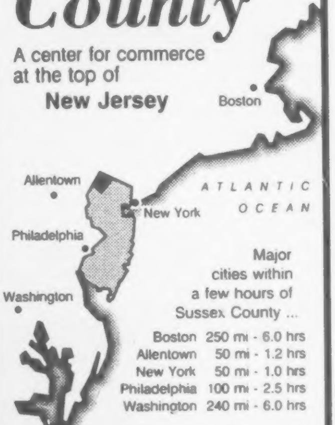
Sussex County

A center for commerce at the top of New Jersey



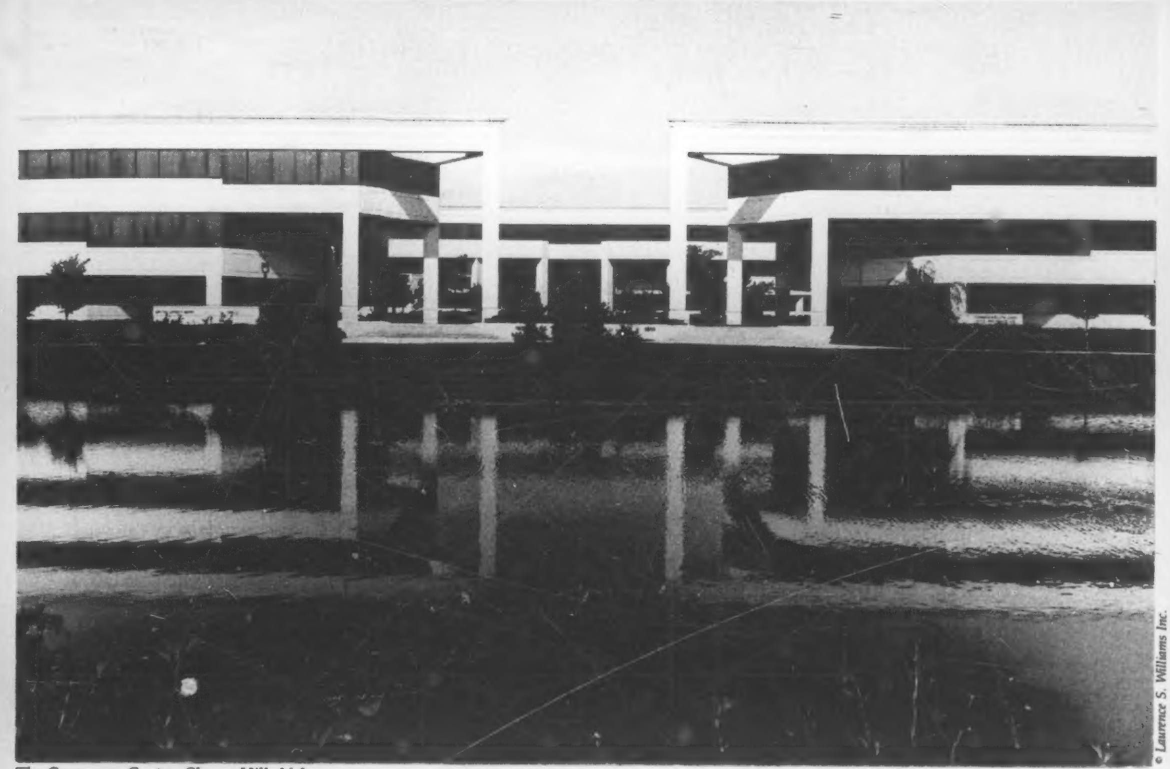
Major cities within a few hours of Sussex County ...

Boston 250 mi - 6.0 hrs
Allentown 50 mi - 1.2 hrs
New York 50 mi - 1.0 hrs
Philadelphia 100 mi - 2.5 hrs
Washington 240 mi - 6.0 hrs

For additional information, contact ...

Mr. Herbert R. Watson, Director
SUSSEX COUNTY
ECONOMIC DEVELOPMENT COMMISSION
49 High Street, Newton, NJ 07860
(201) 383-1217

Circle 17 on Brochure Service Card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The Commerce Center, Cherry Hill, N.J.

Central New Jersey

Mercer County, in the central part of the state—equidistant from New York City and Philadelphia—has the state capital and Princeton within its borders. The county also has the advantage of a remarkably diverse economy, with 27.6% of the work force in the service sector, 27.3% in government, 18.3% in manufacturing, 16.4% in trade, 4.7% in real estate, 3.2% in transportation, and 2.4% in construction.

"When we were a manufacturing center the key resources were raw materials and transportation, now the key factors are quality of life, education and amenities like theaters and recreational activities," says Steffan N. Gable, director of Mercer County's division of economic development. "In our region you will see space technology, robotics, laser optics, fiber optics, pharmaceuticals, and communications companies."

Mercer emerged from the recent recession earlier than most communities, in 1982. "We saw an incredible boon and we project that boon won't level off until 1992." In its recent investment guide, the county reported 702 projects at various stages of development, with a combined worth of $1.3 billion.

The county is particularly well-suited for hi-tech companies that would complement the existing research and development.

There are nearly 10,000 companies now doing business in the county (the vast majority are quite small, with fewer than 10 employees). Many have relocated to the area to gain the advantages of having a Princeton address, an address that surveys show has greated name recognition than Atlanta and San Francisco.

However, Gable urges that companies considering a move to Mercer County do detailed research before they make a final decision. With just 2.6% unemployment, company executives should be certain the labor force they need is available. And, too, though there is still a great assortment of industrial parks, large parcels of undeveloped land are becoming harder to find.

Rental costs for industrial space has risen to $3.50 per square foot and industrial land costs range from $80,000 an acre to $150,000. Housing costs outside the City of Trenton start as low as $90,000 and continue up to $1 million for a residence in Princeton Borough.

There are several financial incentives and tax abatement programs available to qualified companies, but Gable says a company's final decision should be based on a whole range of factors that should include the proximity of major markets, transportation costs and being close to major suppliers.

Other important issues are the county's strong educational system and its recreational facilities. Students from schools in the county routinely score well above national SAT averages. In recreation the county runs a ski area and two golf courses. There are also tennis facilities and an ice-skating rink. Just 30 miles away are Atlantic Ocean beaches and the casinos.

Gable credits county executive Bill Mathesius for creating a management philosophy that focuses on the need for balance between development, infrastructure and quality of life.

The City of Trenton

The City of Trenton has created its own division of economic develop-

The Labor Force

Central New Jersey

Mercer County

Service-Related	27.6%
Trade	16.4%
Manufacturing	18.3%
Government	27.3%
Transportation	3.2%
Construction	2.4%
Real Estate	4.7%

Statewide

Service-Related	24.4%
Trade	24.0%
Manufacturing	18.9%
Government	15.1%
Transportation & Utility Companies	6.6%
Financial Institutions	6.3%
Construction	4.7%

ment to build upon the state's investment in new construction of office buildings and the commitments it has made to private developers to lease space in new structures they are developing. These initiatives by both the state and the private sector have combined to reverse decades of decline in the city.

"The major reason for the city's turnaround is the commitment from the state administration to concentrate new state offices in downtown Trenton," says James Harveson, director of the city's Division of Economic Development. "The state also realized it was better to lease buildings rather than build its own, and developers took those commitments to the banks as a kind of collateral."

Most of these new buildings are for the state, but the balance, about a third, is for private offices. Currently, about 1.5 million square feet of office space is under construction, valued at $120 million. Another 400,000 square feet of commercial space is proposed for construction next year, valued at about $46 million.

Trenton now finds itself with an occupancy rate comparable to Princeton, 23.9% and 26.9% respectively. Access in and out of the city has improved in recent years while arteries to and from the suburbs have become more congested. This, combined with attractive tax incentives available to city businesses, has helped Trenton to better compete with suburban development.

With so much office construction now in the pipeline, Harveson says the city is now turning its attention more toward private office tenants rather than office developers. "We could be attracting some back office functions from corporate offices in Princeton. And more importantly, we will attract business and service providers that deal with the state—law firms and public interest groups, consulting firms, and engineers working for clients who deal with the state.

Trenton also enjoys an excellent location, being halfway between New York City and Philadelphia. And because of all the north-to-south rail traffic between Washington, D.C. and Boston, the Trenton railroad station is the eighth busiest in the nation.

The city believes it can also offer itself as an attractive alternative to Philadelphia. Those companies who consider relocating or expanding to Trenton will find they have lower costs, with the same workforce (which has probably been commuting from the Trenton area).

The city's primary development strategy is contained in four corridors. The Route 1 corridor offers industrial property with excellent access to and from a major regional thoroughfare. The State Street corridor features the city's central business district and includes major office buildings and a pedestrian mall. The Southeast corridor features two major industrial complexes, the Roebling complex and the TRW complex. Both are ideally suited for office and residential development; construction of Route 129 would connect Route 1 with interstate highways I-195 and I-295. The Riverfront Corridor consists of two major sites, the 30-acre American Bridge site and the city-owned Marine Terminal Business Park that is being developed through the state's economic development authority. The Marine Terminal area includes a waterfront park and a light industrial building.

The city's retailers are continuing to benefit from a 3% sales tax, made possible by the state's decision to forego its 3% share of the tax. The sales tax that is collected is used to support an infrastructure fund for the city's urban enterprise zone, and is now accruing at a rate of $50,000 per month. Other surface transportation includes rail service by Conrail.

Southern New Jersey

Further south, in Atlantic County, additional economic growth has come with the opening of Atlantic City's twelfth hotel and casino, and the local economy has been further diversified by the opening of the 1.3 million square-foot Hamilton Mall. A new convention center is approaching the construction stage, as well as an advanced technology research park and a major new international airport.

John C. Lamey, industrial representative for the county's Division of Economic Development, says Atlantic County is concentrating on: attracting more hi-tech industries to build on the hi-tech center in Pamona, the expansion of existing IBM operations, and the Atlantic Research Park proposed for a site near the new airport.

During 1987 construction of new office space in the county increased by 22%, with a total of 396,366 square feet. On the industrial front, 244,816 square feet of new construction was added, including a 53,000-square-foot warehouse and a 40,000-square-foot industrial park and warehouse.

Casinos and hotels continue to be the county's largest employers, with an average of 3,200 workers each. The Federal Aviation Administration Technical Center has 1,825 employees, Lenox China has 1,500, Atlantic Electric has 1,300, Spencer

Gifts has 1,000, and Prudential Insurance of America has 1,025.

By the end of the next decade, the county projects that total employment will grow by 37% for non-casinos and hotels, and 28% for casinos.

For companies considering moving into the county or expanding existing operations, the Division of Economic Development serves as a clearinghouse for assistance in demographic information, site selection and identifying financial resources.

Economic development within the county during recent years has prompted the state's department of labor to project a 35% increase in the county's employment by the year 2000. And that projection does not include the impact of a $3.6 billion National Air Space System contract with IBM, most of which will be delegated to the FAA technical center in Atlantic County.

Jeffrey Lucas, senior vice president of Rosenfeld, Inc., a commercial and industrial real estate firm based in Mooristown, has seen this region of the state benefit from Philadelphia-based companies expanding into New Jersey, and from northern companies moving to south Jersey to take advantage of lower land costs.

"We have been involved in selling a lot of land to developers who have attracted clients from outside the state and from within. They have built first-class office buildings and office parks. We have also been very active in the office condominium concept and we have seen a lot of expansion by small, professional companies," he notes.

In commercial property, Lucas explains that southern New Jersey once had the stigma of being "second rate" in comparison to the northern region. "We've always known that wasn't the case but others have discovered this in the last five to 10 years since people started travelling to Atlantic City. It brought a tremendous number of visitors to the area. When they came here they liked it, and they stayed. We are now getting people who seek us out as a first choice, rather than as an alternative."

"If you want to find out where a company is going to move, find out where the decision-maker lives. We are seeing that the decision-makers want to live in southern New Jersey, where someone can buy a new four-bedroom homes with 1½ baths for less than $200,000 and be within 15 minutes of the concerts and museums of Philadelphia."

Lucas credits many successful projects to the arrival of major, nationally recognized development companies. In some cases these companies have risked building speculative projects and have been proven right. "In our area, the quality of the developers has raised the public awareness. They have come in with some substantial public relations and advertising budgets."

Because of the region's traditional base in agriculture, there are many, many choices for sites available. "New Jersey's farmers are no longer farmers, they are land speculators. They are a very knowledgeable group that is now looking at their farm as real estate, and there are thousands of acres of farms," says Lucas.

"I have prime office land available in a park setting, fully improved for $130,000 per acre, in one of the state's wealthiest communities," he adds. ☐

It all comes together in Warren County, N.J.

A Great Place to Live...
- Open Space
- Reasonable Costs
- Quaint Villages
- Good Schools
- Fresh Air

A Great Place to do Business...
- Quick Access to NYC
- Two Interstate Highways
- Available Labor
- Lower Land Costs
- Government Officials who Care!

For more information contact:
Jay A. Miers, Sr., Director
Department of Economic Development
Warren County Administration Bldg.
Route 519, Belvidere, N.J. 07823
(201) 475-6580

WARREN COUNTY NEW JERSEY

Circle 18 on Brochure Service Card

NEW JERSEY

STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing
- Energy conservation improvements

Tax rates:

Corporate income tax	9%
Personal income tax	2%-3.5%
Sales tax	6%
repealed sales tax on production machinery & equipment	
Incorporation filing fee	$100
Franchise tax	none
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	32
Two-year or junior colleges	19
Vocational & business schools	182

Medical facilities:

General hospitals	102
Special hospitals	22

Labor analysis:

Civilian labor force	3,909,900 (10/88)
Resident employment	3,771,700 (10/88)
High school graduates	79,376 (6/87)

For additional labor market information, contact Dept. of Labor, Div. of Planning & Research, CN 056, Trenton, NJ 08625 609/633-1119

Environment Controls:

Air pollution: Division of Environmental Quality, CN 027, Trenton, NJ 08625, 609/292-6704

Water pollution: State Dept. of Environ. Protection, Div. of Water Resources, Water Quality Management Element, CN 029, Trenton, NJ 08625, 609/292-1637

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEW JERSEY	7,364.2	7,728.6
Atlantic City	40.2	37.3
Bayonne	65.0	63.3
Belleville	35.4	NA
Bergenfield	25.6	NA
Bloomfield Twp.	47.8	47.6
Brick Twp.	53.6	64.4
Bridgewater Twp.	29.2	NA
Camden	84.9	83.5
Cherry Hill Twp.	68.8	71.9
Clifton	74.4	76.9
Dover Twp.	64.5	75.8
East Brunswick Twp.	37.7	NA
East Orange Twp.	77.0	78.4
Edison Twp.	70.2	81.3
Elizabeth	106.2	107.1
Ewing Twp.	34.8	NA
Fair Lawn	32.2	NA
Fort Lee	32.4	NA
Franklin	31.4	NA
Garfield	26.8	NA
Gloucester Twp.	45.2	50.6
Hackensack	36.0	NA
Hamilton Twp.	82.8	87.4
Hoboken	42.5	41.6
Howell Twp.	25.1	NA
Irvington Twp.	61.5	62.6
Jackson Twp.	25.6	NA
Jersey City	223.5	218.7
Kearny	35.7	NA
Lakewood Twp.	38.5	NA
Linden	37.8	NA
Livingston Twp.	28.0	NA
Long Branch	29.8	NA
Manchester Twp.	28.0	NA
Middletown Twp.	62.6	71.3
Millville	NA	26.2
Montclair	38.3	NA
Neptune Twp.	28.4	NA
New Brunswick	41.4	42.1
Newark	329.2	319.6
North Bergen Twp.	47.0	47.9
Nutley	29.0	NA
Old Bridge Twp.	51.5	56.4
Orange	31.1	NA
Paramus	26.5	NA
Parsippany-Troy Hills Twp.	49.9	50.7
Passaic	52.5	54.9
Paterson	138.0	139.0
Pemberton Twp.	29.7	NA
Pennsauken Twp.	33.8	NA
Perth Amboy	39.0	38.5
Piscataway Twp.	42.2	43.7
Plainfield	45.6	46.8
Rahway	26.7	NA
Ridgewood	25.2	NA
Sayreville	30.0	NA
Teaneck Twp.	39.0	NA
Trenton	92.1	93.1
Union City	55.6	56.4
Union Twp.	50.2	50.7
Vineland	53.8	55.2
Washington Twp. (Gloucester Cty.)	27.9	NA
Wayne Twp.	46.5	49.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Allentown-Bethlehem, PA/NJ	636.7	664.8
Atlantic City	276.4	308.4
*Bergen-Passaic	1,293.0	1,302.8
*Jersey City	557.0	552.5
*Middlesex-Somerset-Hunterdon	886.0	962.4
*Monmouth-Ocean	849.0	970.5
*Newark	1,879.0	1,902.4
*Philadelphia, PA/NJ	4,716.8	4,855.0
*Trenton	307.9	323.6
*Vineland-Millville-Bridgeton	132.9	139.3
*Wilmington, DE/NJ/MD	524.1	557.1

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY	670.9	41.0	10.87
Bergen-Passaic	160.9	NA	NA
Camden	72.3	NA	NA
Jersey City	48.8	NA	NA
Middlesex-Somerset-Hunterdon	117.2	NA	NA
Newark	178.3	NA	NA
Trenton	30.5	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW JERSEY	3,942.9	133.8	3.4
Atlantic City	179.7	7.1	4.0
Bergen-Passaic	713.7	21.3	3.0
Jersey City	267.1	15.4	5.8
Middlesex-Somerset-Hunterdon	556.1	13.4	2.4
Monmouth-Ocean	478.6	14.2	3.0
Newark	945.3	34.0	3.6
Trenton	170.4	4.4	2.6

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	167.6	NA	NA
MANUFACTURING	676.4	41.2	10.42
DURABLE GOODS	312.8	41.9	10.43
Lumber & wood prods.-SIC 24	7.1	40.5	8.09
Furniture & fixtures-SIC 25	11.6	39.8	8.43
Stone, clay, & glass prods.-SIC 32	24.3	42.7	10.51
Primary metal industries-SIC 33	18.9	43.4	10.01

Fabricated metal products-SIC 34	46.7	42.3	10.19
Machinery, except electrical-SIC 35	52.3	42.3	10.86
Electrical & electronic equip.-SIC 36	85.2	41.0	10.75
Transportation equipment-SIC 37	14.7	43.9	13.45
Instruments & related prods.-SIC 38	31.8	42.7	10.52
Misc. mfg. industries-SIC 39	20.1	40.2	8.49

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = Newark, (L) = New York (La Guardia).

Atlantic City 6, 12, 14, 18, 19, 21, 27-29, 32
Bayonne 1 (N)
Belleville 1 (N)
Bergenfield 1 (L)
Bloomfield 1 (N)
Bridgewater Twp. (N)
Camden 1 (Phila., PA)
Cherry Hill Twp. (Phila., PA)
Clifton 1 (N)
Dover 1 (N)
East Brunswick Twp. 1 (N)
East Orange Twp. 1 (N)
Edison Twp. 1 (N)
Elizabeth 1 (N)
Ewing Twp. (Trenton)
Fair Lawn 1 (L)
Fort Lee (L)
Franklin 1, 4 (N)
Garfield 1 (N)
Gloucester Twp. 1 (Phila., PA)
Hackensack 1, 4 (L)
Hamilton Twp. (Trenton)
Hoboken 1 (N)
Irvington 1 (N)
Jersey City 1, 2 (N)
Kearny 1 (N)
Lakewood Twp. 1 (Trenton)
Linden 1 (N)
Livingston Twp. (N)
Long Branch 1 (N)
Middletown Twp. 1 (N)
Montclair 1 (N)
New Brunswick 1 (N)
Newark 1, 3, 5-13, 15-17, 20, 22-26, 30-33
North Bergen Twp. 1, 4 (N)
Nutley 1 (N)
Old Bridge Twp. 1 (N)
Orange 1 (N)
Passaic 1, 4 (N)
Paterson 1, 4 (N)
Perth Amboy 1 (N)
Plainfield 1 (N)
Rahway 1 (N)
Ridgewood 1 (L)
Sayreville (N)
Teaneck Twp. 1 (L)
Trenton 1, 27
Union City 1 (L)
Union Twp. 1 (N)
Vineland 1 (Atlantic City)
Washington Twp. (Allentown, PA)
Wayne Twp. 4 (N)
Westfield 1 (N)
Woodbridge Twp. 1 (N)

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Delaware & Hudson Railway Co.
4. New York, Susquehanna & Western

Airlines

5. Air Canada
6. Allegheny Commuter
7. American
8. American Eagle
9. Bahamasair
10. Catskill Airways
11. City Express
12. Continental
13. Continental Express-Bar Harbour Airlines
14. Continental Express-Southern Jersey
15. Delta
16. Eastern
17. Eastern Express-Precision
18. Eastern Express-Southern Jersey
19. Gulfstream
20. Holiday Airlines
21. Jet Express
22. Mall Airways
23. Northwest
24. Piedmont
25. Piedmont Commuter-Brockway Air
26. Piedmont Commuter-Jetstream Int'l.
27. Piedmont Regional-Henson
28. Southern Jersey Airways Inc.
29. Trump Air
30. TWA
31. United
32. USAir
33. Virgin Atlantic Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Atlantic City — 1e, 6g
Bayonne — 5eg
Belleville — 5eg
Bergenfield — 5eg
Bloomfield — 5eg
Brick Twp. — 3e, 4g
Bridgewater Twp. — 3e, 5g
Camden — 5eg
Cherry Hill Twp. — 5eg, 6g
Clifton — 5eg
Dover Twp. — 3e, 4g
East Brunswick Twp. — 5eg
East Orange — 5eg
Edison Twp. — 5eg, 2g
Elizabeth — 5e, 2g
Ewing Twp. — 5eg
Fair Lawn — 5eg
Fort Lee — 5eg
Franklin — 3e, 5g
Garfield — 5eg
Gloucester Twp. — 1e, 5e, 6g
Hackensack — 5eg
Hamilton Twp. — 1e, 5e, 6g
Hoboken — 5eg
Howell Twp. — 3e, 4g
Irvington — 5eg
Jackson Twp. — 3e, 4g
Jersey City — 5eg
Kearny — 5eg
Lakewood Twp. — 3e, 4g

Area Wage Survey

Average straight-time hourly earnings

	Newark 2/88	Trenton 11/88	Bergen Passaic 9/88
Office, professional, & technical			
Payroll clerks $	10.01	8.29	9.72
Accounting clerks	8.99	9.05	9.49
File clerks	6.72	6.91	6.75
Typists	7.86	7.43	7.59
Key entry operators	7.58	7.62	8.08
Secretaries	11.44	10.62	11.17
Stenographers	NA	NA	NA
Swtichbd opr-receptionists	9.48	8.26	8.52
Word processors	7.87	8.87	9.99
Drafters	13.03	13.19	12.19
Electronics technicians	11.78	12.11	13.78
Computer operators	11.05	10.74	11.25
Computer programmers	15.74	15.38	16.42
Computer systems analysts	19.99	19.61	20.92
Maintenance & powerplant			
Carpenters	13.52	13.04	NA
Electricians	14.50	14.90	13.35
Engineers, stationary	14.80	14.39	15.28
Machinists	15.80	13.67	14.04
Mechanics (machinery)	11.90	14.00	12.53
Tool & die makers	13.62	NA	14.41
Custodial & material movement			
Guards	5.55	10.38	5.77
Janitors, porters & cleaners	5.87	8.83	6.81
Laborers, mat'l hdlg	7.44	10.64	8.45
Shippers & receivers	9.80	9.96	9.21
Truckdrivers	12.85	11.98	11.44
Forklift operators	10.26	12.21	10.93

NEW JERSEY

Linden — 5e, 2g
Livingston Twp. — 3e, 5g
Long Branch — 3e, 4g
Manchester Twp. — 3e, 4g
Middletown Twp. — 3e, 4g
Montclair — 5eg
Neptune Twp. — 3e, 4g
Newark — 5eg
New Brunswick — 5eg
North Bergen Twp. — 5eg
Nutley — 5eg
Old Bridge — 3e, 4g
Orange — 5eg
Paramus — 5eg
Parsippany-Troy Hills Twp. — 3e, 5g
Passaic City — 5eg
Paterson — 5eg
Pemberton Twp. — 3e, 5eg
Pennsauken Twp. — 5eg
Perth Amboy — 5e, 2g
Piscataway Twp. — 5eg
Plainfield — 5eg
Rahway — 5e, 2g
Ridgewood — 5eg
Sayreville — 3e, 5g
Teaneck Twp. — 5eg
Trenton — 5eg
Union City — 5eg
Union Twp. — 5e, 2g
Vineland — 1e, 7e, 6g
Washington Twp. — 1e, 3e, 4g, 5e, 6g
Wayne Twp. — 3e, 5g
West New York — 5eg
West Orange — 5eg
Westfield — 5e, 2g
Willingboro Twp. — 5eg
Woodbridge Twp. — 5e, 2g

1. Atlantic City Electric Co.
   1199 Black Horse Pike, Box 1264
   Pleasantville 08232
2. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
3. Jersey Central Power & Lt. Co.
   Madison Ave. at Punch Bowl Rd.
   Morristown 07960
4. New Jersey Natural Gas Co.
   1415 Wyckoff Rd., Wall 07719
5. Public Service Elec. & Gas Co.
   80 Park Plaza, P.O. Box 570, Newark
   07101
6. South Jersey Gas Co.
   N. 1 S. Jersey Pl.,
   Folsom 08037
7. Vineland Electric Utility
   City Hall, 7th & Wood Sts., Vineland
   08360

Rural utilities contacts:

Sussex REC
Jim Jablonski
P.O. Box 346, Sussex 07461
201/875-5101

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Atlantic City	32	74	5086	792
Jersey City	31	75	5285	854
Long Branch	32	74	5158	770
Newark	31	77	4972	1091
New Brunswick	30	75	5239	832
Plainfield	30	75	5253	863
Trenton	32	76	4950	983

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	125	1,969
Gem stones	NA	3
Peat	W	542
Sand & gravel:		
Construction	16,600	67,200
Industrial	2,525	33,440
Stone (crushed)	18,200	113,800
Combined value of other industrial minerals and values indicated by symbol W		NA
Total 1987 (preliminary)		216,954

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

LeFevre, Kenneth C., Dpty. Cmsr.
N.J. Dept of Comm. & Econ. Dev.
CN 823, One W. State Street
Trenton, 08625
609/984-2324

Areas & Others

Atlantic City
Lamey, John, C., Jr., Ind. Rep.
Atlantic City Div. Eco. Dev.
1333 Atlantic Ave., 08401
609/343-2345

Belvidere
Miers, Jay A., Sr., Dir.
Warren Cty. Eco. Dev. & Tour.
Wayne Dumont
Jr. Admin. Bldg, 07823
201/475-6580

Bridgeport
Walters, Charles J., V.P.
Pureland Ind. Complex
603 Heron Dr., 08014
609/467-2333

Bridgeton
Savage, Jonthan, Dir.
County of Cumberland
Dept. of Plng. & Dev.
800 E. Commerce St., 08302
609/453-2175

Edison
Rispoli, Anthony, R.E. Dept. Mgr.
Federal Business Centers
300 Raritan Ctr. Pkwy., 08818
201/225-2200

Elizabeth
Benz, Christopher J., Dir. Program Dev.
Elizabeth Dev. Co.
P.O. Box 512
1045 E. Jersey St., 07207
201/289-0262

Freehold
Duffy, Bea, Dir.
Monmouth Cty. Dept. of Econ. Dev.
P.O. Box 1255, 07728-1255
201/431-7470

Milburn
De Prez, Gene, V.P.
The Fantus Company
75 Main St., 07041
201/376-4100

Newark
Kukan, Stephen J., Gen. Mgr.
PSE&G, Area Dev. Dept.
80 Park Plaza, T-10-C
P.O. Box 570, 07101
201/430-7589

Newton
Watson, Herbert R., Dir.
Sussex Cty. EDC
49 High St., 07860
201/383-1217

Pennsauken
Giangiordano, Michael, Dir
Camben County Eco. Dev. Dept.
6981 North Park Drive
East Bldg., 3rd Floor, 08109
609/663-2524

Roseland
Ketive, Samuel, Sr. V.P.
Bellemead Dev. Corp.
4 Becker Farm Rd., 07068
201/740-1110

Somerville
Williams, Richard E., Econ. Dev. Dir.
Somerset Cty.
P.O. Box 3000
Cty. Admin. Bldg., 08876
201/231-7129

Trenton
Gable, Steffan N., Dir.
Mercer Co. Div. Eco. Dev.
P.O. Box 8068
640 S. Broad St., 08650
(609) 989-6555

Vineland
Patroski, Keith, Exec. Dir.
Vineland Ind. Commission
City Hall, 08360
609/691-3000

West Orange
Shaw, Everett R., Exec. Dir.
Essex Cty. Econ. Dev. Corp.
443 Northfield Ave., 07052
201/731-2772

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U.S. General Services Administration

NEW YORK

More Than The Big Apple

by Michael Hartnett

Mention "New York" and some of the most famous streets and avenues in the world spring to mind: Wall Street, 42nd Street, Madison Avenue, Broadway, Park Avenue and Fifth Avenue, all part of the so-called "Big Apple." These famous addresses are recognized throughout the world as centers for finance, fashion, advertising, and entertainment.

New York has earned its reputation as one of the greatest cities in the world, but this famous city is only part of what the State of New York has to offer. Outside the five boroughs that make up the city, there are another nine million people and thousands of companies who are the movers and shakers in heavy industry, manufacturing, international trade, agriculture, fishing, construction, and the service industries.

From the defense industry and potato farming of Long Island, to the vineyards of the Finger Lakes Region, to the manufacturing of food and paper products and primary metals in the northern counties along the Canadian border, New York State has a highly diversified economy that includes more Fortune 500 companies than any other state in the nation.

In the midst of all this economic muscle, it is easy to forget that 85% of the state is still rural or forestland. Its 150 state parks include the Adirondacks, a park that is larger than Massachusetts and Rhode Island combined. There are nearly 4,000 lakes and hundreds of miles of beaches on Long Island that some say are the finest in the world.

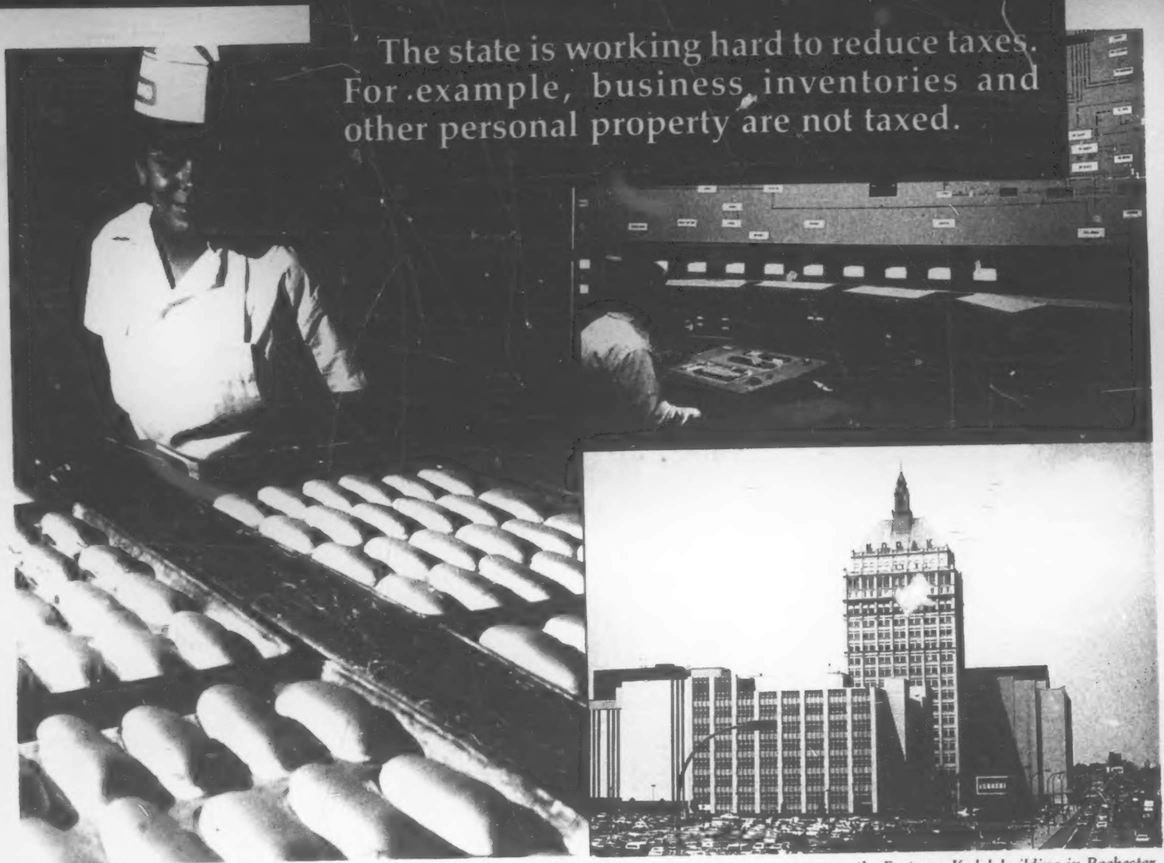
Criss-crossing the state are 16,400 miles of interstate and state highways, along with 4,000 miles of railroad tracks and 344 airports. The Port Authority of New York and New Jersey has the largest container facility in the country, with hundreds of miles of developed waterfront. New York State has 33 ports that provide direct access to the Atlantic and the Great Lakes, with the St. Lawrence Seaway to the north, and the Hudson River in the southern part of the state serving several inland cities.

These transportation systems provide ready access to half the total population of the U.S., which is within a 750-mile radius of the central part of the state. Along with that massive population base comes half of all personal income, wholesale sales, and value of manufacturing shipments of both the U.S. and Canada.

Major incentives

Among the state's major initiatives to attract and retain businesses in-state is the Department of Economic Development and the Strategic Resurgence Fund which assist businesses in expansion and job creation. Vincent Tese, the state's director of economic development, reports that more than 26,000 jobs were created or retained during 1987 as a result of the state program. Using a combination of loans, grants, tax changes, construction initiatives and job training programs, the state participated in 354 economic development projects throughout New York. Tese also reports that $161 million in state grants and loans administered by the state's Urban Development Corporation, the

The state is working hard to reduce taxes. For example, business inventories and other personal property are not taxed.



Clockwise: Pechter's Bakery in the Vinegar Hill section of Brooklyn, a Niagara Mohawk power management center, the Eastman Kodak building in Rochester.

Job Development Authority and the Science and Technology Foundation were used to leverage an additional $2.2 billion for other projects.

To encourage expansion by existing companies and to attract additional economic development, New York State has created assistance programs for which virtually all types of businesses are eligible—from industrial enterprise, manufacturing and service-related companies to research and development ventures and minority-owned businesses. The assistance is available in the form of loans and loan guarantees for construction, expansion or rehabilitation, machinery and equipment, productivity improvements [illegible] product development.

The state is also working hard to reduce taxes. For example, business inventories and other personal property are not taxed. Supplies, machinery parts and tools used in manufacturing are exempt from the state sales and use tax. And, companies which locate in urban, suburban and rural sections designated as Economic Development Zones may be eligible for a 10% state investment tax credit, a 100% real property tax exemption for the first seven years, and other credits.

Booming Brooklyn

Just across the East River from Manhattan lies a suburb that would be the fourth largest city in the country, based on population. Brooklyn is a borough rather than a city, but with 2.3 million residents it is larger than Philadelphia and comparable to Boston in population.

During the early 1980's, Brooklyn lost a lot of its manufacturing base to Sunbelt states and off-shore labor markets. But, concerted efforts by political leaders and the Brooklyn Economic Development Corporation have begun to reverse that trend. Joan Bartolomeo, president of the Economic Development Corporation, says more and more companies in the light manufacturing sector are coming back to the borough along with major corporations like Chase Manhattan Bank, Morgan Stanley, Goldman Sachs, and the World Bank of Canada, which have established major offices in the borough's downtown area.

Brooklyn is also seeing a resurgence in the garment industry, as U.S. manufacturers begin to realize that a lack of quality control overseas sometimes means garments must be resewn in the U.S. The development corporation is also cultivating major printing companies who would benefit from lower costs while enjoying ready access to financial service companies in Manhattan.

With access to New York City in just minutes, and a local labor force of one million, Brooklyn has some remarkable resources to offer in the form of lower-priced real estate, container shipping facilities, reduced energy costs, and job training facilities. New York City recently converted a 1.5-million-square-foot facility in Brooklyn for manufacturing use, offering 60,000-square-foot units. Bush Terminal has another one million square-feet. In Brooklyn, leasing costs range from as little as $3 per square foot to $9 for top quality industrial space.

A container port was recently built in Red Hook, and the Port Authority of New York and New Jersey is developing a state-of-the-art fish processing facility that will compete with the Fulton Fish Market. By the mid-1990's, new construction and renovation will create up to seven million square feet of office space in downtown Brooklyn.

Bartolomeo says the organization provides free technical assistance and services to both existing companies and those that relocate. These services include site location, government liaison, marketing support, and energy analysis.

Project Appleseed

A major resource in the greater New York area is the local utility, Con Edison. With a service area of 600 square miles and 2.8 milion customers, it ranks as one of the largest independent utilities in the nation, providing electricity, gas and, to some markets, steam. To bring several economic incentive programs under one program, Con Edison created Project Appleseed, a program that can reduce electric bills from 10% to 25% and up to 21% on gas bills.

John R. Manak, manager of area development, explains that when reductions from the Project Appleseed program are combined with another energy cost-reduction program, the potential savings can amount to a 48% savings on electric bills and a significant savings on gas.

Between July 1981 and December 1988, more than 8,000 Con Ed customers participated in Project Appleseed, creating or retaining 46,330 jobs during that period. "New York City is becoming more competitive," says Manak. "With programs of tax abatements, job benefits, revolving loan programs and breaks in electric and gas rates, companies are starting to find that it doesn't pay for them to move elsewhere."

And, several companies succumbing to the lure of New York City are from overseas. Manak is now assisting a Canadian company and a large Korean company with their search for sites.

Con Edison assists companies that are new to the region or that are expanding by offering several economic development services. "We know all the benefits that are available and we can help companies make connections for low-cost financing with the Industrial Development Agency people, the revolving loan program and the employment program. We are unpaid consultants for all those

To bring several economic incentive programs under one program, Con Edison created Project Appleseed, a program that can reduce electric bills from 10% to 25% and up to 21% on gas bills.

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NEW YORK STATE.

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During the past five years, the productivity level of industrial workers in New York State climbed to 23% above the national average. And we expect this growth trend to continue well into the 1990's.

Because New York offers a unique environment—one that inspires a highly educated, motivated and productive labor force.

Our education system is the nation's finest, training the kind of qualified workers, technicians and professionals business needs.

We've created innovative programs, like the Industrial Effectiveness Program, that bring education, government and business together to increase competitiveness and worker efficiency.

And we've made a strong financial commitment to the future: a $1.2 billion annual investment in vocational/technical education that is already helping our work force prepare for the advanced technologies of tomorrow.

New York State. We have the people, the programs and the means to maintain high productivity levels in the future—giving business not only a competitive edge, but a means to grow.

Mario M. Cuomo

Mario M. Cuomo
Governor

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One Commerce Plaza, Albany, NY 12245

THE RIGHT CLIMATE FOR GROWTH.

Circle 19 on Brochure Service Card

companies who don't want to have to go through different agencies. We work with real estate brokers throughout our service area and we can identify more sites in one day than one broker could find in 10 days."

> "Our growth is planned and concentrated into 200- and 500-acre parks that have good locations."
>
> —Michael J. DiTullo
> president, CEO
> Orange County
> Partnership

Long Island

East of Brooklyn lies Long Island, with the counties of Nassau and Suffolk and a combined population of 2.6 million. It has industries as diversified as manufacturing, retail trade and a vibrant service sector, along with fishing and agriculture. Long Island is also headquarters for the Grumman Corporation, Eaton Corporation, New York Telephone, Unisys Corp., and Waldbaum's.

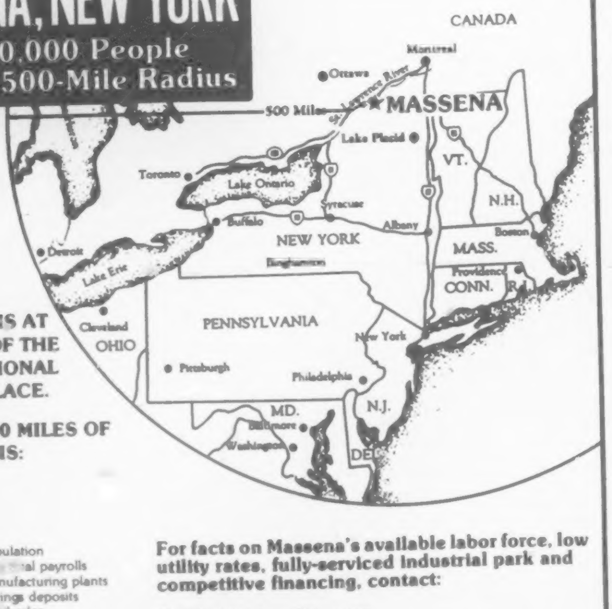
Suffolk County's economic base was built on farming and aerospace manufacturing. Agriculture is still strong, even though just 37,000 acres are now devoted to crops like potatoes, strawberries, cauliflower, and wine grapes. Although fierce competition for military spending has changed the aerospace industry, Suffolk is still home for the Grumman Corporation.

Today, with 90% of businesses in the county having fewer than 20 employees, Suffolk has developed a small business economy. Task forces have been formed to support and encourage growth in agriculture and in commercial fishing, and the county recently attracted Computer Associates, a major software manufacturer which plans to develop a 63-acre site and provide 3,000 jobs, in addition to 2,000 construction jobs.

"We have always embraced a policy of balanced growth. We balance the needs of our environment with those of business and industry. We can't afford to attract a polluting industry. What Computer Associates does is prove that we can grow while we protect our water supply," says Martin Cantor, director of Suffolk County's Department of Economic Development.

About nine out of 10 companies in the county are homegrown. The same is true of Grumman, and because of that corporation, small subcontractors and machine shops developed. Those companies then attracted the service sector dealing in retail, insurance, real estate, etc. It is for this reason that the county's economic development efforts are geared to existing companies. But Cantor adds that Suffolk also offers incentives to companies considering relocating. Programs include tax abatements, state job training programs, support from regional utilities, and the active cooperation of the Economic Development Department in helping with the permit process.

MASSENA, NEW YORK
80,600,000 People
Within a 500-Mile Radius



MASSENA IS AT THE HUB OF THE INTERNATIONAL MARKETPLACE.

WITHIN 500 MILES OF MASSENA IS:

U.S.
28% of U.S. population
35% of U.S. [illegible] payrolls
37% of U.S. manufacturing plants
52% of U.S. savings deposits
29% of U.S. retail sales

CANADA
70% of Canadian population
75% of Canadian Industrial plants
69% of Canadian retail sales
83% of Canadian Industrial payrolls

For facts on Massena's available labor force, low utility rates, fully-serviced industrial park and competitive financing, contact:

Frank Alguire, Director
Massena Economic Development Council
P.O. Box 463
Massena, NY 13622
(315) 769-8484

"WHERE RAINBOWS BEGIN"

Circle 23 on Brochure Service Card

The mid-Hudson region

Orange County is located within easy access of the greater New York area, with its eastern boundary defined by the Hudson River. Within the county are the U.S. Military Academy at West Point and the City of Newburgh. More than 80% of the county is green, with almost half used to grow corn, onions and grapes.

As with so many other communities, the county's manufacturing base in fabric and leather goods, was based in Newburgh and Middletown, began a mass exodus in the early and mid-1980's.

Michael J. DiTullo, president and CEO of the Orange County Partnership, explains that the county has worked to turn those lost manufacturing jobs to its advantage. The county has formulated a three-part strategy that encourages: Small- and medium-size hi-tech facilities, distribution companies (which would benefit from the county's central location), and construction of more office space.

The county has been remarkably successful on all three fronts, attracting 35 major corporations in a 40-month period. And, Orange County is the only county in the state to achieve a net gain in manufacturing jobs. The arrival of companies such as General Motors, PPG Industries, Martin-Brower and Service Merchandise, has enhanced the county's position in distribution. In office ex-

"New York. It's not just where I work, it's where I belong."

The energy of New York, the pace, the excitement. You want to be in New York, but running a business here can be tough.

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Appleseed for special areas. If you start, relocate or expand your business in any of our special areas in New York, you could be eligible for significant reductions of up to 30% on your electric bills and 21% on your gas bills. Introduced in 1981, Con Edison's reduced-rate programs are contributing to the revitalization of 18 areas of New York City.

Appleseed for vacant buildings. If you move your business into a vacant building located in certain sections of New York City and Westchester County, you may qualify for reductions of up to 12% on electricity and 21% on gas.

Appleseed for new buildings. If you choose to build or move into a new building in areas of New York City and Westchester, similar reductions apply–up to 10% on electricity and 21% on gas.

And you could qualify for further electric and gas savings through New York City's own Energy Cost Savings Program.

Project Appleseed. Because we want your business. Here. In New York. To find out how Project Appleseed can work for you in New York and in Westchester County, call John Manak, Manager of Area Development, at (212) 460-4000. Or write to him at Con Edison, Area Development, 4 Irving Place, New York, N.Y. 10003.

Con Edison PROJECT APPLESEED

THE ENERGY OF NEW YORK

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pansion, more than one million square feet have been added during the last three years. And several major back-office operations have been attracted, including Empire Blue Cross, Allstate Insurance and GMAC. During the past six years, the county's development efforts have been rewarded with the arrival of six foreign companies.

"We are within six hours of 75 million consumers, and have the connections with three super highways and rail-served sites, as well as Stewart International Airport," notes DiTullo. "We have 18 business parks with 30,000 acres, all of them are right off superhighway interchanges. Our growth is planned and concentrated into 200- and 500-acre parks that have good locations. Our growing population provides an available work force. Our other big advantage is our pro-business environment."

Monroe County companies employ twice the number of scientists and engineers as the national average, particularly in specialty fields such as optics, imaging and photonics.

Compared to Westchester County and Long Island, taxes, leases and utilities cost 30% to 50% less. And, in recent months the county government has initiated a $200 million water system.

"We have done our homework to make our product competitive and our product is Orange County," says DiTullo. "Over the last three years we have built up a whole network of experts we can call upon in finance, real estate, labor, zoning, personnel, and training. I can call on these people to talk with companies and we facilitate the meetings."

Western New York

Monroe County, which includes the City of Rochester, has for decades enjoyed the benefits of being a hi-tech manufacturing center, headquarters for industry giants such as Eastman Kodak, the Xerox Corporation and Bausch & Lomb. Despite economic ups and downs during the turbulent '80s, residents of Monroe County have enjoyed a level of affluence that is hard to beat in the western part of the state.

Richard Rising, deputy director of the Monroe County Economic Development Department, says, "Manufacturing is the lifeblood of our economy. Our quality of life is all due to manufacturing. We have made a commitment to retain, expand and maintain manufacturing."

An organization called High Technology of Rochester, NY, was created to help achieve those goals. The organization is a partnership between local universities, county and local government, the Chamber of Commerce, and the local industrial management council. Their goal is to nurture the growth of technology which Monroe County companies rely upon to remain competitive. The organization provides assistance through a network that includes the University of Rochester, Rochester Institute of Technology and Cornell University.

Monroe County companies employ twice the number of scientists and engineers as the national average, particularly in specialty fields such as optics, imaging and photonics. Existing expertise is supplemented by training available through The Institute of Optics, The Center for Imaging Science and The Center for Optoelectronic Systems Research.

The community's solid manufacturing base is also reflected in its export sector. During 1987, Rochester reported $6.3 billion in exports, a value exceeded by only 10 states, and more than any other U.S. city. In addition to its manufacturing and export base, the county also has a strong health care sector, a small but successful wine industry, several printing companies and an active machine tool sector.

Niagara Mohawk Power

Most of western New York gets its power from the Niagara Mohawk Power Corporation, with a service area that also includes the central and northern part of the state. All told, the utility serves 3.5 million people in 37 counties that cover 24,000 square miles. Its largest commercial customers include General Motors, the Ford Motor Company, Owens-Corning, General Foods and General Electric.

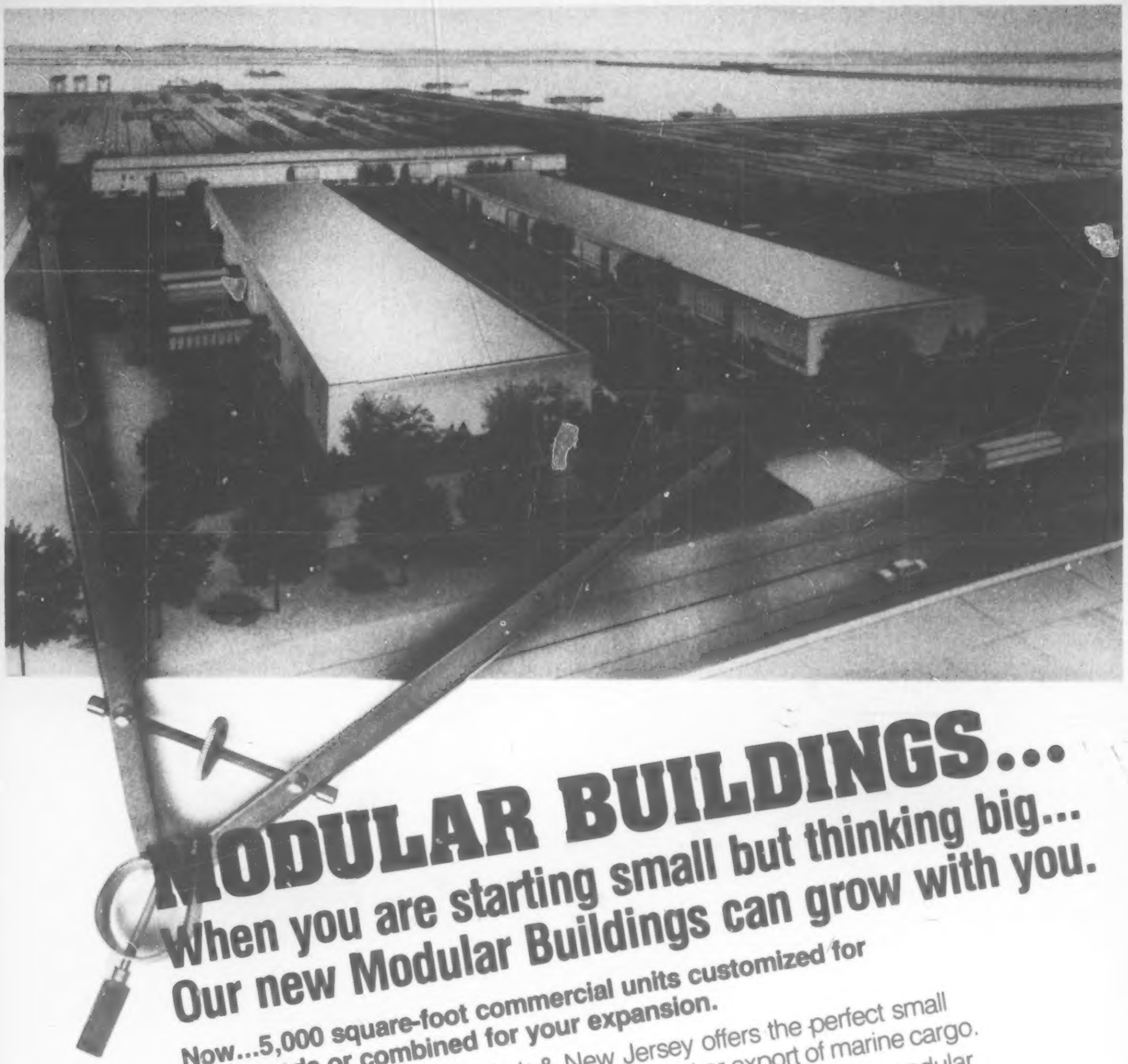
Because of the size of its service area, Niagara Mohawk serves different sectors of industry. In the Buffalo and Niagara Falls area, chemical companies were first attracted to the region by the inexpensive hydropower. Distribution and manufacturing companies have gravitated to Syracuse because of its central location and easy access to Northeast markets. Albany, the state capital, is enjoying tremendous growth in government and service industries.

Ed Kearney, Jr., director of economic development for the utility, says, "Our rates are the lowest in New York State because of the diversity of our power generation." Using a combination of coal, hydropower, oil, and nuclear power to produce electricity, the utility is able to reduce dependence on expensive oil, and shift its balance to the most cost-effective mix as fuel costs fluctuate.

To maintain its competitive edge and attract new customers to its service area, Niagara Mohawk has created discount rate programs that apply to a broad array of new and existing customers. There are three basic programs that produce discounted rates. One applies to new or added use, a second is geared toward existing customers who have been designated as economically distressed, and the third is an economic development zone rate created in 1987 for distressed urban markets. Other discount rates are based on time of use.

Depending on the program, discounts are in effect for five or 10 years and offer reductions that range from 50% to 10%. The average industrial rate for Niagara Mohawk's industrial users—without discounts—is six cents per kilowatt hour.

"Our primary goals are to create new jobs for Niagara Mohawk's service area and to improve the economy of the 60 communities we service. We want to spread the cost of our doing business over a larger



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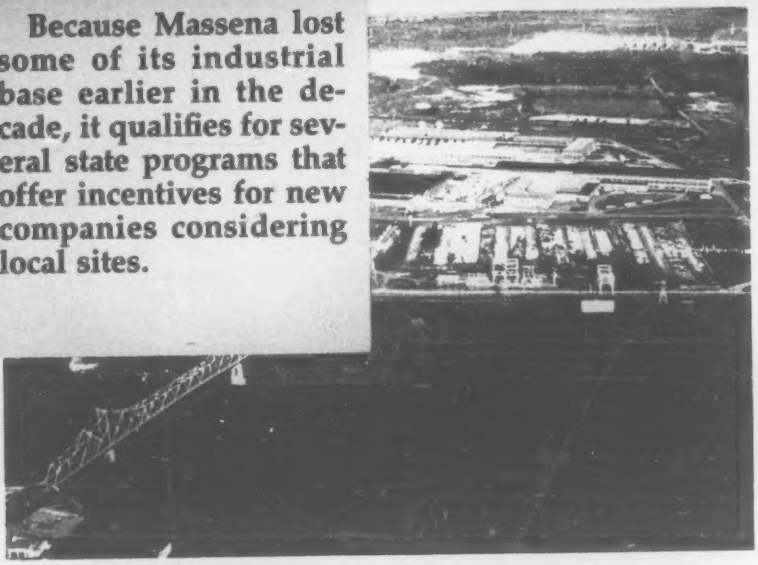
Circle 21 on Brochure Service Card

> **Because Massena lost some of its industrial base earlier in the decade, it qualifies for several state programs that offer incentives for new companies considering local sites.**



ALCOA operations in Masseena

base, which tends to keep our rates down and keep them stable," says Kearney.

Oswego County

In Oswego County, on the eastern shores of Lake Ontario, north of Syracuse and east of Rochester, the county and the City of Oswego are nurturing growth in the area's traditional economic base of paper-related industries, food processing, metal working and machinery manufacturing. One out of every four workers in the county is involved in manufacturing, and that level has been stable over the last decade.

Michael Treadwell, director of Operation Oswego County Inc., says, "We are stressing continued development of our manufacturing base, while recognizing that recretional activities such as fishing, boating and cross-country skiing will continue to be important in the creation of jobs."

To achieve those goals, the county is developing a new industrial park in the City of Oswego which has lake frontage. The park has 57 acres of industrial sites: 27 acres will be a recreational park. Another 142-acre industrial park in the southern part of the county was completed four years ago. The park already has four tenants. One of them is considering a major expansion and a fifth is expected to move in this summer.

The county has several key resources to offer companies.

"First, we have an unlimited supply of water, which is why the Miller Brewing Company is here. We have abundant land, and we are creating the infrastructure to develop that land. Land in our industrial park is $15,000 to $25,000 an acre. Outside the park, raw land costs $1,000 to $1,5000 an acre," says Treadwell.

Oswego also enjoys good interstate access, with I-81 running through the county. And I-90, eight miles south of the county, provides links to Ontario.

The north country

Massena and St. Lawrence Counties are among the most northern of New York's communities. Situated on the banks of the St. Lawrence Seaway, within easy access to Syracuse, Albany, Montreal and Ottawa, Massena's low energy costs, skilled labor force, and low-cost land have attracted the Aluminum Company of America, the Central Foundry Division of General Motors, Reynolds Metals Company, the New York Power Authority, and the St. Lawrence Seaway Development Corporation.

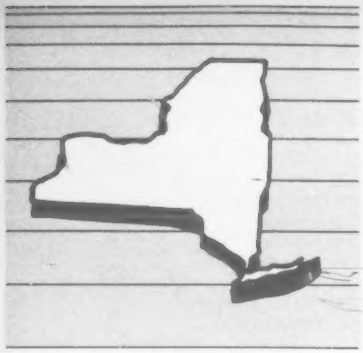
The low-cost energy comes from the Massena Electric Department, a consumer-owned, municipal utility that provides savings of up to 50% for commercial customers. With standard prices at 3½ cents per kilowatt hour, volume rates are as low as 1½ cents. Complementing those low energy costs is a skilled labor force of machinists and tool and die makers, along with a large pool of semi-skilled workers. Land costs are negligible. In fact, one company considering a 100-acre site in Massena was offered the property free of charge because of the company's potential for generating new jobs.

Frank Alguire, executive director of the Massena Economic Development Council, says, "Massena still has a very strong industrial base but we are moving on a number of fronts to diversify. With our low utility costs, we are lookingh at high energy using companies like frozen food warehousing. We have an industrial park and we are trying to get a new marina built close to the St. Lawrence as part of our waterfront development." The council's most recent success came in the form of a major regional mall, a $55 million project.

Because of its location, there are several truck companies based in Massena. The community is also served by Conrail, with the industrial park adjacent to rail service. Massena International Airport has several flights per day, making connections with major airports in New York State. With ratification of a new trade agreement with Canada, Massena is in an excellent position for manufacturing, distribution and warehousing for both U.S. and Canadian companies.

Because Massena lost some of its industrial base earlier in the decade, it qualifies for several state programs that offer incentives for new companies considering local sites. They include a state program that offers a 50% cut in real property taxes for qualified companies. (The St. Lawrence County industrial development agency has its own incentive programs.) Massena has revolving loan funds, and similar resources are available from the Greater Massena Economic Development Fund, which is financed by the New York Power Authority. An alliance of the six most northern counties in the state have established a special fund for operating capital or working capital.

"We have a general advisory service. We talk to people about their business ideas, we help them develop their business plan and their presentation to local bankers. . . We will do market analysis and analysis of local transportation, labor and demographics. We do rate comparisons for energy costs. You ask, and we will probably do it," says Alguire. ☐



NEW YORK

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Infrastructure development loans and grants
- Industrial effectiveness program
- Science and Technology foundation
- Regional loan funds
- Job Development Authority
- Urban Development Corporation
- Business Development Corporation
- Industrial Development Agencies

Tax rates:

Corporate income tax........................9%
Personal income tax: 7.875%
Sales tax...... 4%-8¼% (varies locally)
Incorporation fee .... varies
Franchise tax..............same as income
Inventory tax.................................. none
Gasoline tax ......: $.08/gal. + sales tax

Advanced education facilities:

Four-year colleges & universities...162
Two-year or junior colleges 91
Registered private business & trade schools 380
Licensed trade schools...................215

Medical facilities:

Hospitals 278 (1987)
Outpatient clinics attached to hospitals 170 (1987)

Labor analysis:

Civilian labor force.....8,544,000 (10/88)
High school grads 193,769 (6/87)

For additional labor market information, contact Bureau of Labor Market Info., Dept. of Labor, Bldg. 12, State Campus, Albany, NY 12240, 518/457-3800

Environment controls:

Air pollution: Div. of Air, Dept. of Environ. Conservation, 50 Wolf Rd., Albany, NY 12233, 518/457-5618 (Bureau of Source Control)

Water Pollution: Div. of Water, Bureau of Wastewater Facilities Operation (same address as above), 518/458-5968

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEW YORK	17,557.3	17,964.0
Albany	101.7	98.9
Amherst Town	108.7	NA
Auburn	32.5	NA
Babylon Town	203.5	NA
Binghamton	55.9	53.9
Brighton Town	35.8	NA
Brookhaven Town	364.8	NA
Buffalo	357.9	332.2
Carmel	27.9	NA
Cheektowaga Town	109.4	NA
Clarkstown Town	77.1	NA
Clay Town	52.8	NA
Colonie Town	74.6	NA
Cortland Town	35.7	NA
De Witt Town	26.9	NA
Eastchester Town	32.6	NA
Elmira	35.3	33.5
Freeport	38.3	NA
Gates Town	29.8	NA
Glenville Town	28.5	NA
Greece Town	81.4	NA
Greenburgh Town	82.9	NA
Guilderland	26.5	NA
Hamburg Town	53.3	NA
Haverstraw Town	31.9	NA
Hempstead	40.4	42.6
Hempstead Town	738.5	NA
Henrietta Town	36.1	NA
Huntington Town	201.5	NA
Irondequoit Town	57.6	NA
Islip Town	298.9	NA
Ithaca	28.7	NA
Jamestown	35.8	NA
Lancaster Town	30.1	NA
Lindenhurst	26.9	NA
Long Beach	34.1	NA
Mamaroneck Town	29.0	NA
Manlius Town	28.5	NA
Mount Pleasant	39.3	NA
Mount Vernon	66.7	67.6
New Rochelle	70.8	70.5
New York City	7,071.0	7,304.3
Niagara Falls	71.4	65.1
North Hempstead Town	218.6	NA
North Tonawanda	35.8	NA
Orangetown Town	48.6	NA
Ossining Town	30.7	NA
Oyster Bay Town	305.8	NA
Penfield	27.2	NA
Perinton Town	41.8	NA
Pittsford Town	26.7	NA
Poughkeepsie	29.8	30.7
Poughkeepsie Town	39.5	NA
Ramapo Town	89.1	NA
Rochester	241.7	240.5
Rockville Centre	25.4	NA
Rome	43.8	43.2
Rotterdam Town	29.5	NA
Rye Town	38.9	NA
Salina Town	37.4	NA
Schenectady	68.0	67.5
Smithtown Town	116.7	NA
Southhampton Town	42.8	NA
Syracuse	170.1	161.3
Tonawanda Town	91.3	NA
Troy	56.6	55.0
Union Town	61.2	NA
Utica	75.6	71.6
Valley Stream	35.8	NA
Vestal Town	27.2	NA
Wappinger	26.8	NA
Watertown	27.9	NA
Webster	28.9	NA
West Seneca Town	51.2	NA
White Plains	47.0	45.3
Yonkers	195.4	188.4
Yorktown Town	32.0	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Albany-Schenectady-Troy	836.0	853.8
Binghamton	263.0	267.0
*Buffalo	1,015.0	970.3
Elmira	97.7	93.7
Glens Falls	109.6	115.1
*Nassau-Suffolk	2,605.8	2,661.7
*New York	8,275.0	8,528.2
*Niagara Falls	227.0	218.0
*Orange County	259.6	284.4
Poughkeepsie	245.1	260.5
Rochester	971.9	996.1
Syracuse	642.4	651.0
Utica-Rome	320.2	321.7

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK	1,226.6	39.9	10.50
Albany-Schenectady-Troy	47.5	40.4	10.97
Binghamton	38.2	40.9	9.72
Buffalo	77.9	43.7	12.29
Elmira	9.0	42.2	9.72
Nassau-Suffolk	170.2	40.2	11.36
New York-PMSA	461.2	36.7	9.84
New York City	377.8	36.4	9.62
Niagara Falls	24.1	41.7	13.58
Orange County	15.0	38.7	8.32
Poughkeepsie	30.2	41.5	[illegible].02
Rochester	136.1	43.7	12.22
Rockland County	15.0	35.0	10.91
Syracuse	52.7	41.4	12.33
Utica-Rome	24.8	41.8	9.67
Westchester County	66.6	39.9	11.31

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW YORK	8,493.8	353.2	4.2
Albany-Schenectady-Troy	418.1	14.0	3.4

NEW YORK

Binghamton	125.9	4.2	3.4
Buffalo	446.8	20.7	4.6
Elmira	42.6	1.5	3.6
Nassau-Suffolk	1,413.4	47.4	3.4
New York	3,890.7	181.2	4.7
New York City	3,218.3	161.2	5.0
Orange County	132.4	4.7	3.5
Poughkeepsie	129.4	3.4	2.6
Rochester	493.5	16.8	3.4
Syracuse	315.0	12.2	3.9
Utica-Rome	137.4	5.5	4.0

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	329.5	NA	NA
MANUFACTURING	1,221.9	39.9	10.09
DURABLE GOODS	666.9	41.0	10.67
Lumber & wood prods.-SIC 24	15.0	41.0	7.27
Furniture & fixtures-SIC 25	23.6	40.6	7.85
Stone, clay, & glass prods.-SIC 32	30.7	41.9	11.22
Primary metal industries-SIC 33	26.0	41.3	11.64
Fabricated metal products-SIC 34	65.8	41.2	10.19
Machinery, except electrical-SIC 35	131.3	40.8	11.03
Electrical & electronic equip.-SIC 36	147.7	40.7	10.03
Transportation equipment-SIC 37	67.4	42.0	13.99
Instruments & related prods.-SIC 38	113.0	41.9	11.81
Misc. mfg. industries-SIC 39	46.5	38.3	8.17

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports).

Albany 3, 5, 25, 26, 35, 39, 42, 44, 46, 67, 73, 76, 79, 80, 94-96
Amherst Town (Buffalo)
Auburn 3 (Syracuse)
Babylon Town 7 (58 through Farmingdale)
Binghamton 3, 5, 8, 23, 39, 79, 80, 95, 96
Brighton Town 3 (Rochester)
Buffalo 2-6, 9-11, 25, 38, 44, 67, 73, 76
Carmel (Poughkeepsie)
Cheektowaga Town 3 (Buffalo)
Clay Town 3
Colonie Town 3 (Albany)
Cortland Town 8 (Ithaca)
DeWitt Town 3 (Syracuse)
Eastchester Town (White Plains)
Elmira 3, 23, 35, 39, 79, 80, 96
Freeport 7 (N)
Gates Town (Rochester)
Greece Town 3 (Rochester)
Guilderland Center 3, 5
Hamburg Town (Buffalo)
Haverstraw Town 3 (White Plains)
Hempstead 7 (N)
Huntington Town 7 (58 through Farmingdale)
Irondequoit Town (Rochester)
Islip Town 7, 23, 25, 42, 44, 46, 79, 80, 95, 96
Ithaca 3, 23, 35, 39, 79, 80, 96
Jamestown 3, 23
Lancaster Town 3 (Buffalo)
Lindenhurst 7 (58 through Farmingdale)
Long Beach 7 (N)
Mamaroneck Town 3 (White Plains)
Manlius Town 3 (Syracuse)
Mount Vernon 3 (White Plains)
New Rochelle 3 (White Plains)
New York 3, 4, 6, 7, 12-57, 59-94, 96-102
Niagara Falls 3, 5, 6 (Buffalo)
North Tonawanda 3, 5 (Buffalo)
Ossining Town 3 (White Plains)
Oyster Bay Town 7 (N)
Pittsford 3
Poughkeepsie 26, 80
Rochester 3, 4, 25, 38, 44, 67, 73, 76, 79, 80, 94, 96
Rockville Centre 7 (N)
Rome 3 (Utica)
Rotterdam Town 1, 3 (Albany)
Rye Town 3 (White Plains)
Salina Town 3
Schenectady 3, 5 (Albany)
Smithtown Town 7 (Islip)
Southampton Town 7 (Islip)
Syracuse 3, 6, 25, 38, 44, 67, 73, 76, 79, 80, 93, 94, 96
Tonawanda Town 3 (Buffalo)
Troy 3, 5 (Albany)
Utica 3, 8, 35, 79, 80
Valley Stream 7 (N)
Vestal Town 3 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 3, 80
Webster (Rochester)
West Seneca Town (Buffalo)
White Plains 3, 23, 26, 42, 67, 73, 80, 94, 100
Yonkers 3 (White Plains)
Yorktown Town (White Plains)

Railroads

1. Boston & Maine Corp.
2. Canadian National
3. Conrail
4. CSX Transportation, Inc.
5. Delaware & Hudson Railway Co.
6. Illinois Central
7. Long Island Railroad Co.
8. New York, Susquehanna & Western
9. Norfolk Southern Corp.
10. Norfolk and Western Railway
11. Pittsburgh & Lake Erie R.R. Co.

Airlines

12. Aer Lingus
13. Aeroflot-Soviet Airlines
14. Aerolineas Argentinas
15. Aeromexico
16. Air Afrique
17. Air Canada
18. Air France
19. Air India
20. Air Jamaica Limited
21. Air 2000 Southline
22. Alitalia
23. Allegheny Commuter
24. Alm-Antillean
25. American
26. American Eagle
27. America West
28. Avensa
29. Avianca
30. Bahamasair
31. Braniff
32. British Airways
33. BWIA Int'l
34. CAAC
35. Catskill Airways
36. China Airlines
37. City Express
38. Continental
39. Continental Express-Bar Harbour Airlines
40. Czechoslovak Airlines
41. Delta
42. Delta Connection-Business Express
43. Dominicana
44. Eastern
45. Eastern Express-Bar Habor
46. Eastern Express-Precision
47. Eastern Express-Southern Jersey
48. Ecuatoriana
49. Egyptair
50. El Al
51. Finnair
52. Gulf Air
53. Guyana Airways
54. Holiday Airlines
55. Iberia
56. Icelandair
57. Japan Air Lines
58. Jet Express
59. KLM
60. Korean Air
61. Kuwait Airways
62. Lacsa
63. Lan Chile S. A.
64. Long Island Airlines
65. Lot
66. Lufthansa
67. Mall Airways
68. MGM Grand Air, Inc.
69. Midway Airlines, Inc.
70. Midwest Express
71. New York Helicopter
72. Nigeria Airways
73. Northwest
74. Olympic
75. Pakistan Int'l. Airlines
76. Pan Am Express
77. Pan Am World Airways, Inc.
78. PBA-Provincetown-Boston Airline, Inc.
79. Piedmont
80. Piedmont Regional-Henson
81. Qantas Airways-American Airlines
82. Royal Air Maroc
83. Royal Jordanian
84. Sabena
85. SAS
86. Saudi Arabian Airlines
87. Swissair
88. TAP Air Portugal
89. Tarom
90. Tower Air, Inc.
91. Tropical Airways
92. Trump Air
93. TWA
94. United

95. United Express-Presidential Airways
96. USAir
97. Varig
98. Viasa
99. Virgin Atlantic Airways
100. Westover Air
101. Yugoslav Airlines
102. Zambia Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 11eg
Amherst Town — 11e
Auburn — 10eg
Babylon Town — 8eg
Binghamton — 10e, 3g
Brighton Town — 11e, 13eg
Brookhaven Town — 8eg
Buffalo — 11e, 9g
Carmel — 10e
Cheektowaga Town — 10e, 11e
Clarkstown Town — 12eg
Clay Town — 11e
Colonie Town — 11e
Cortlandt City — 11e, 10g
DeWitt Town — 11e, 15g
Eastchester Town — 4eg
Elmira — 10eg, 5g
Freeport — 6e
Gates Town — 13eg
Glenville Town — 11e
Greece Town — 13eg
Guilderland — 11e
Hamburg Town — 10e, 11e, 9g
Haverstraw Town — 12eg
Hempstead — 8eg
Hempstead Town — 8eg
Henrietta Town — 11e, 13eg
Huntington Town — 8eg
Irondequoit Town — 13eg
Islip Town — 8eg
Ithaca — 10eg
Jamestown — 7e, 11e, 9g
Lancaster Town — 10e, 9g
Long Beach — 8eg
Mamaroneck Town — 4eg
Manlius Town — 11e
Mount Vernon — 4eg
New Rochelle — 4eg
New York — 4eg, 8g, 1g
Niagara Falls — 11e, 9g
North Tonawanda — 11e, 9g
Orangetown Town — 12eg
Ossining Town — 4eg
Oyster Bay Town — 8eg
Penfield — 13eg
Perinton Town — 13eg
Pittsford Town — 13eg
Poughkeepsie — 2eg
Poughkeepsie Town — 2eg
Ramapo Town — 12eg
Rochester — 2e, 13eg
Rockville Centre — 14e
Rome — 11eg
Rotterdam Town — 11e
Rye Town — 4eg
Salina Town — 11e
Schenectady — 11eg
Smithtown Town — 8eg
Southampton Town — 8eg
Syracuse — 11eg, 15g
Tonawanda Town — 11e, 9g
Troy — 11eg
Union Town — 10e, 3g
Utica — 11eg
Vestal Town — 10e, 3g
Wappinger — 2e
Watertown — 11eg
Webster — 13eg
West Seneca Town — 10e, 11e
White Plains — 4eg
Yonkers — 4eg
Yorktown Town — 10e

1. Brooklyn Union Gas Co.
   195 Montague St., Brooklyn 11201
2. Central Hudson Gas & Elec. Corp.
   284 South Ave., Poughkeepsie 12601
3. Columbia Gas of New York, Inc.
   200 Civic Center Dr., Columbus, OH 43215
4. Consolidated Edison Co. of NY
   4 Irving Pl., New York 10003
5. Corning Natural Gas Corp.
   27 E. Denison Pkwy., Corning 14830
6. Freeport Electric Dept.
   220 W. Sunrise Hwy., Freeport 11520
7. Jamestown Bd. of Public Utilities
   200 E. Third St., Box 700,
   Jamestown 14702
8. Long Island Lighting Co.
   175 E. Old Country Rd., Hicksville 11801

Area Wage Survey

Average straight-time hourly earnings

	Albany Schenectady Troy 9/86	Buffalo 11/88	Nassau Suffolk 8/88	New York, NY/NJ 5/88	Poughkeepsie Kingston Newburgh 9/86
Office, professional, & technical					
Payroll clerks $	9.56	8.05	9.36	10.64	7.70
Accounting clerks	7.90	7.06	8.62	10.05	6.89
File clerks	5.36	5.56	7.14	6.67	NA
Typists	7.42	6.17	7.37	7.95	NA
Key entry operators	7.56	6.76	7.87	8.78	6.31
Secretaries	9.76	8.58	10.99	12.63	8.87
Stenographers	9.01	NA	NA	11.35	NA
Switchbd opr-receptionists	6.44	6.05	8.07	8.68	6.06
Word processors	NA	8.09	8.49	10.57	NA
Drafters	11.99	11.54	13.46	14.00	11.09
Electronic technicians	13.01	12.36	10.96	14.79	NA
Computer operators	9.30	9.21	9.99	11.67—	NA
Computer programmers	12.27	11.58	16.03	16.36	NA
Computer systems analysts	16.81	15.79	20.09	22.28	NA
Maintenance & powerplant					
Carpenters	NA	NA	12.16	14.72	NA
Electricians	11.84	15.72	14.96	15.32	12.35
Engineers, stationary	12.57	14.85	16.43	16.78	NA
Machinists	11.98	13.04	16.78	15.82	9.31
Mechanics (machinery)	10.93	13.90	12.75	11.63	10.06
Tool & die makers	13.08	15.47	15.13	13.51	11.29
Custodial & material movement					
Guards	6.25	4.71	7.10	5.88	4.83
Janitors, porters, & cleaners	6.59	4.71	6.39	9.12	5.13
Laborers, material handling	10.21	12.40	8.20	11.17	9.71
Shippers & receivers	8.66	8.60	8.54	11.07	6.64
Truckdrivers	11.70	12.92	17.29	14.58	10.16
Forklift operators	9.16	11.78	10.79	11.68	8.07

NEW YORK

9. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo 14203
10. NY State Elec. & Gas Corp.
   4500 Vestal Pkwy. E.
   Binghamton 13903
11. Niagara Mohawk Power Corp.
   300 Erie Blvd. W., Syracuse 13202
12. Orange and Rockland Utilities, Inc.
   One Blue Hill Pl., Pearl River 10965
13. Rochester Gas & Electric Corp.
   89 East Ave., Rochester 14649
14. Rockville Centre Electric Dept.
   P.O. Box 950, Rockville Centre 11571
15. Syracuse Suburban Gas Co.
   207 N. Center St., E. Syracuse 13057

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	650	3,228
Emery	2,000	W
Gem stones	NA	135
Peat	2	42
Salt	4,829	112,032
Sand & gravel		
Construction	32,400	113,000
Industrial	58	1,600
Stone:		
Crushed	35,600	167,000
Dimension	25	3,358
Combined value of cement, clays (ball clay, 1987), garnet (abrasive), gypsum, lead, lime (1985), peat, (1985-86), silver, talc and pyrophyllite, wollastonite, zinc, and values indicated by symbol W		242,220
Total 1987 (preliminary)		642,615

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albany	21	71	6927	494
Binghamton	21	69	7344	330
Buffalo	24	71	6798	476
Elmira	24	70	6927	411
Ithaca	22	69	7177	328
Lockport	24	71	6753	475
New York City	32	77	4868	1089
Poughkeepsie	24	72	6366	501
Rochester	24	71	6713	531
Syracuse	23	71	6787	506
Watertown	18	70	7480	424

DEVELOPMENT COUNSELORS:

State Development Agency

Janiszewski, Jeff
Domestic Attraction Group
New York State Dept. of Econ. Dev.
One Commerce Plaza
Albany, 12245
518/473-1325

Amherst
Allen, James, Ex. Dir.
Amherst Ind. Dev. Auth.
5678 Main St., 14221
716/634-8575

Binghamton
D'Attilio, Richard, Mngr. Eco. Dev.
N.Y. State Elec. & Gas Corp.
4500 Vestal Pkwy. E., 13903
607/729-2551
Turner, Mark E., Exec. Dir.
Broome Cty. Ind. Dev. Agency
19 Chenango St., Ste 702, Press Bldg.
P.O. Box 1026, 13902
607/772-8212

Brooklyn
Adler, Diane P., Dir. Comm.
Brooklyn Econ. Dev. Corp.
16 Court St., 14th Fl., 11201
718/643-3926
Teatum, Michael J., Jr., Dir.
Area Dev. Dept.
Brooklyn Union Gas
195 Montague St. 11201
718/403-3370

Buffalo
Brown, Randell J., Chmn.
Metro Buffalo Alliance for Econ. Dev.
107 Delaware Ave., 14202
716/852-7160

Elmira
Bivens, Robert W., Dir.
Muggleton, Martin J., Asst. Dir.
Southern Tier Econ. Growth, Inc.
Ste. 211, Mark Twain Bldg., 14901
607/733-6513

Hauppauge
Marino, Joseph, Dir. Bus. Dev.
Suffolk Cty. Office of Econ. Dev.
Div. of the Plng. Dept.
H. Lee Dennison Bldg.
Veterans Memorial Hwy., 11788
516/360-4800

Kenmore
Freedman, Allan, Exec. Dir.
Town of Tonawanda Dev. Corp.
2840 Delaware Ave., 14217
716/875-8164

Massena
Alguire, Frank, Exec. Dir.
Massena EDC
P.O. Box 463, 13662
315/769-8484

Mineola
Latham, Stephen, Deputy Cmsnr.
Dept. of Commerce & Industry,
Nassau County
1550 Franklin Ave., 11501
516/535-4160

Monticello
Osenni, Paula, Ind. Dev. Rep.
County of Sullivan
Ind. Dev. Agency
100 North St., 12701
914/794-3000 ext. 142

New York
Manak, John, Area Dev. Mgr.
Con Edison, Area Dev. Dept.
4 Irving Place, 10003
212/460-4153
Jaeger, Roy H., Mngr.
Olton, Barbara K., Sr. Prop. Rep.
Port Auth. of N.Y. & N.J.
64W-One World Trade Ctr., 10048
212/466-7978
212/466-7985
Levine, Ted M., Pres.
Dev. Counselors Int'l
220 Fifth Ave., 10001
212/725-0707

Oswego
Treadwell, L. Michael
Area Ind. Dir.
Operation Oswego Cty., Inc.
P.O. Box 4067, 13126
315/343-1545

Rochester
Clawson, John W., Area Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave., 14649
716/546-2700, ext. 4975

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PENNSYLVANIA

Fine-Tuned For Competition

by Michael Hartnett

Pennsylvania is an integral part of the Northeast market, the largest in the country. Though it's only within one day's travel from six out of 10 American and Canadian consumers, the state can still offer low operating costs, almost unlimited site selection, a skilled and willing work force, and a quality of life that is hard to match (having some of the best hunting and fishing in the nation and the fourth largest rural population in the country). Other assets include a strong and diverse economic base in manufacturing, distribution, health services, financial services, business services, construction, and mining. The state also has a favorable tax structure, lower utility rates for industrial users, and a strong educational network.

Pennsylvania has the fourth largest highway system in the nation, with 115,000 miles of state and local roads and 1,567 miles of interstates. The rail system within the state is among the most heavily used in the nation, while major airports and marine facilities provide easy access to world markets.

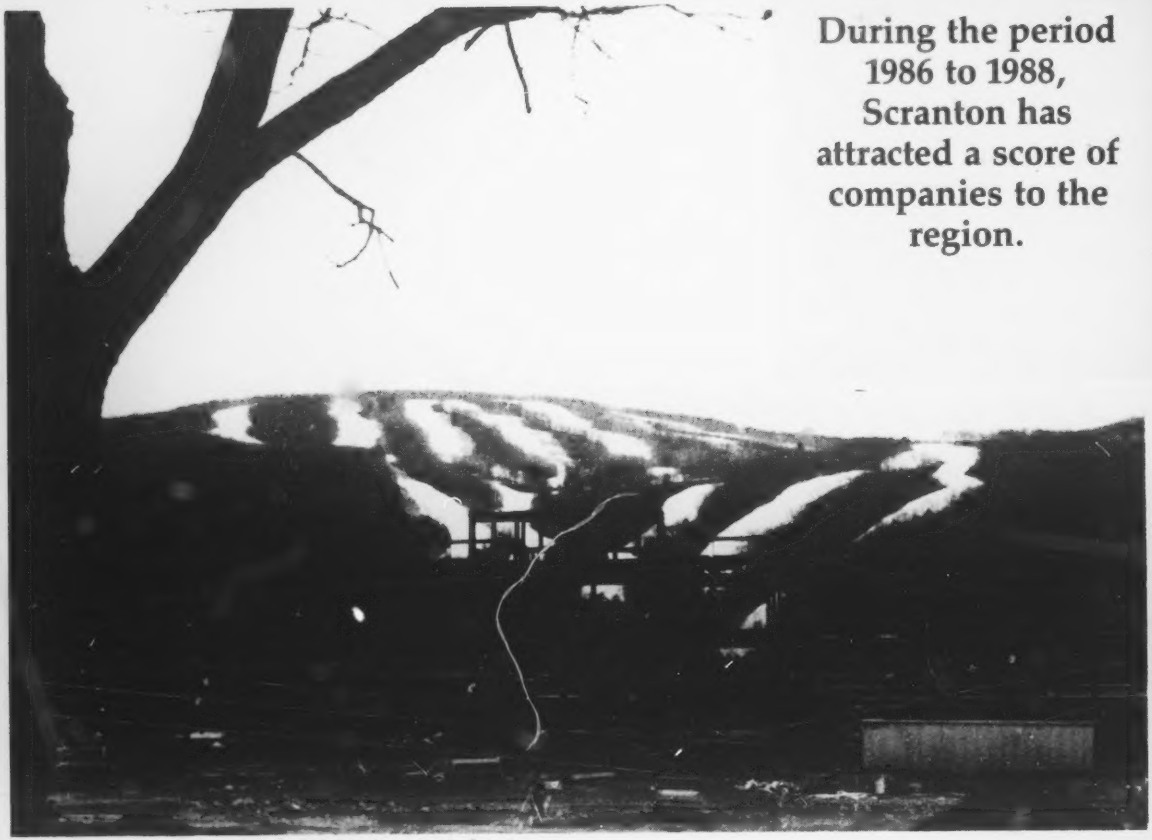
However, recognizing that the state faces stiff competition from other states in its economic development strategies, state government has fostered a mind-set in which leaders from both the private and public sectors have joined forces to respond to the needs of new and existing businesses. The Pennsylvania Economic Development Partnership is a coalition made up of 45 members representing government, business, labor and education.

Within that group, a special organization called the Governor's Response Team has been formed to move quickly and efficiently to assist businesses, bringing all the state's resources to bear. The team's top priority is the individual company's relocation or expansion project. The group selectively recruits companies that would benefit from the state's market conditions and also offers assistance to those companies that are expanding.

"The most important service we offer the business person is the state contact. One person is assigned to a business, and each business has just one state contact. The business person doesn't have to figure out the state's bureaucracy. Gov. Robert P. Casey has vested the Response Team with the authority to use any and all resources that can be brought to bear to help a business make a favorable decision," says Michael Schaul, director of the Response Team.

Taking into account Pennsylvania's broad range of businesses, the state has tagged six distinct regions, identified by resources, topography, population, proximity to markets, and transportation systems. Each region already enjoys a strong base within certain business sectors, and state planners are working to build on those successes by attracting additional compatible companies. In the southeast section of the state, for example, drug and pharmaceutical companies are prospering. Publishing is strong in the south central area. Eastern Pennsylvania is particularly attractive for those companies who want to locate support organizations close to their major facilities in New Jersey

During the period 1986 to 1988, Scranton has attracted a score of companies to the region.



Prudential Insurance Company's new administrative center in Scranton.

and New York, but with lower costs. The north central region has an abundance of hardwood resources for furniture manufacturers; this area has also attracted food processors because of affordable land prices, access to major markets and the available water supply.

State incentives

Experience has shown that there are three kinds of state incentive programs that are particularly attractive to companies considering relocating. The Pennsylvania Industrial Development Authority (PIDA) was created in 1956 to make long-term, low-interest business loans to companies involved in manufacturing or industrial operations. PIDA funds may be used for land and buildings, with up to $1.5 million available for qualified companies. Interest rates range from 3% to 7.5%, depending on the impact the company will have on local employment. The Pennsylvania Economic Development Financing Authority (PEDFA) is used to finance equipment costs through tax-exempt and taxable bonds.

Then there are the state's much acclaimed technology programs, the Ben Franklin Partnership programs being the best known.

The Ben Franklin Partnership programs promote advanced technology for both mature and new industries. They represent a partnership between private and educational resources—particularly research facilities—to make Pennsylvania's industries more competitive in the international market and to help small businesses which rely on technological innovation succeed. Beyond the actual development of new technologies, the programs help meet the educational and training needs of employers and provide other development services for small businesses.

The Response Team also places great emphasis on choosing companies that will make a good fit with the resources Pennsylvania has to offer.

Northeast revival, Scranton

The City of Scranton's economic base has undergone radical changes. Starting out as a leading iron and steel producer, the city became a major mining center until the late 1940's and early 1950's. Then came the transition to manufacturing and, most recently, yet another transition to include a service sector and a substantial tourism base.

"Scranton's time has come," says Austin J. Burke, president of the Greater Scranton Chamber of Commerce. And he cites several major developments to support his contention.

During the period from 1986 to 1988, Scranton has attracted a score of companies to the region while many existing companies have expanded their operations. Construction was recently completed on the Archibald Power Corporation's $40 million co-generation plant. The Grumman Corp. has begun operations in a 115,000-square-foot facility in a local industrial park. The Prudential Insurance Company of America plans to locate a 100,000-square-foot administrative center. The University of Scranton has announced its intention to establish a $7 million hi-tech resource center. And, a $13 million project to enlarge Wilkes-Barre/Scranton International Airport has already been completed.

One of the most talked-about projects, Montage, combines a major investment in tourism and recreation with economic development. Montage is a $14 million project that created a year-round ski and recreation area and also offers summer activities such as water slides, baseball and summer theater. That project coincides with a new office park.

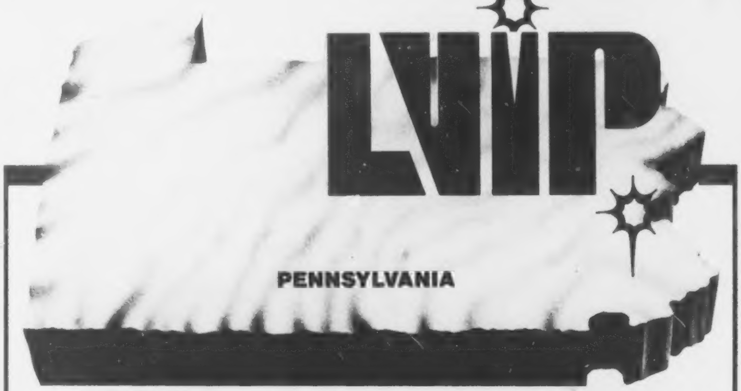
With an economic base that is already diverse, Scranton is directing much of its recruitment efforts to encouraging more distribution companies and more office functions. Burke predicts that the region's attractions will draw more publishing and printing companies in the next two years, along with pharmaceutical companies and other firms related to medical products and services.

In anticipation of this continuing growth, the Chamber of Commerce and its development companies already have a new technology park under construction on a 200-acre parcel. Preliminary work is underway for another industrial park, and a new office park is being considered. The cost of industrial land now ranges from $12,000 to $25,000 an acre, with fully-served sites in the new office park costing $30,000 an acre. Tax rates are also favorable, and manufacturing facilities are exempt from inventory and machinery and equipment taxes.

Much of Scranton's recent success in attracting new companies is due to the city's prime location.

Although the city has been actively involved in formal economic development programs since shortly after WW II, a good number of prospects are "walk-ins." Burke explains that company executives with specific needs will simply study a map of the region and decide they should seriously consider Scranton because of its location, its access to Interstates 80 and 84, the Pennsylvania Turnpike, and rail service provided by Conrail and the Delaware & Hudson lines.

Local counties work to balance land use among farms, recreational areas and industrial parks.



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Alfred Krug, President, The Rexroth Corporation, Located in LVIP

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The Lehigh Valley

Tucked in between Scranton and Philadelphia is one of Pennsylvania's most dynamic regions, Lehigh Valley, which includes Allentown and Bethlehem. The region continues to enjoy unparalleled growth because of its ability to meet the needs of a varied economic base. It also has the advantages of a lower cost of living and an excellent quality of life.

"Our traditional economic base dates back to the 1950's when our economy was supported by Bethlehem Steel, Mack Truck and Western Electric," says Donald P. Benner, president of the county's Industrial Development Corporation. "In 1957 a group of community leaders decided there should be diversification because they realized Mack and Bethlehem Steel wouldn't always be with us." It was then that the Industrial Development Corporation was formed.

In recent years their forecasting has proven accurate. Although all three companies are still in the county, industry changes have forced them to modernize until, instead of employing 20,000 workers, they now account for just a fraction of that amount. The county has succeeded in minimizing the impact of those lost jobs by getting an early start on diversifying the economy. Air Products Inc., now employs 4,000 workers and Kraft Foods has just purchased a one-million-square-foot manufacturing plant that provides another 1,000 jobs. The Prudential Insurance Company has moved into its new 210,000-square-foot office building.

The development agency is now going after hi-tech companies, more research and development facilities, and greater representation in the finance, insurance and real estate industries.

"Interstate 78 will be completed this year, plus we have the northeast extension of the Pennsylvania Turnpike and Route 22. We have the Allentown-Bethlehem-Easton Airport, and we are in the last stages of constructing a $40 million treatment plant for industrial waste. We are also preparing a long-range plan for the 1990's to help assist companies that are already here," says Benner.

In addition, the county's utility, Pennsylvania Power & Light, is able to provide power for much less than other East Coast utilities, and the company has a large enough supply that it can sell to the regional grid.

To maintain its quality of life, the county and communities have set aside extensive park land. Allentown has more than 1,500 acres just within its own boundaries. The county has another 1,500-acre preserve that is a zoo. The famous Appalachian Trail passes through the county and the Trexlertown Velodrome offers one of the finest bicycle race tracks in the country. Then there is the 227-acre Leaser Lake and more than 5,500 acres of state-owned land reserved for hunting, hiking and nature study. In the arts, Allentown has its own art museum and enjoys performances by the Pennsylvania Stage Company

The north central region

Lycoming County is home to several companies involved in health care, heavy manufacturing, publishing, furniture production, apparel manufacturing, a major bakery company, and a large insurance company facility. During 1988, the county received 508 inquiries from companies interested in the Williamsport-Lycoming area. Of those inquiries, 127 were from companies already in the state, 369 were from 41 other states, and 12 came from overseas companies.

Chuck Leonard, director of economic development for the Williamsport-Lycoming Chamber of Commerce, says the county is enjoying a resurgence in the lumber industry because of its abundance of hardwood—cherry, oak and maple—and it already has a furniture manufacturer, American Case Products. In the future, the county plans to pursue regional insurance offices and other retail and commercial service companies. A regional office of Liberty Mutual Insurance Co. is already in the county.

"We have led the state in the creation of manufacturing jobs over the past two or three years, and we expect to have some of the echo effect in the service and retail sectors in the next few years," says Leonard.

Residents of Lycoming County take pride in their quality of life. A major hunting and fishing magazine has rated Lycoming as one of the top counties in the nation for both sports. Local trout fishing has attracted such VIPs as former presidents Jimmy Carter and Gerald Ford, and former chairman of The Federal Reserve, Paul Volcker. For hunters, there are more than 250,000 acres of state game lands. The Susquehanna River that meanders through the region is a magnet for boating and fishing.

Lycoming College, Williamsport Area Community College and the Williamsport School of Commerce have a combined enrollment of nearly 5,000 students. Within commuting distance of the county are Bucknell, Penn State, Susquehanna, Mansfield, Bloomsburg, and Lock Haven universities.

The south central region

York County is within two hours driving time from both Philadelphia and Washington, D.C., and less than 45 minutes from both Baltimore, the second largest port on the East Coast, and the state capital at Harrisburg. Yet the county and the City of York is not a suburb to any of those major metropolitan areas; it has its own identity, with a strong mix of farmland and a thriv-

Lehigh County,
Pennsylvania

Lehigh County

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INTERSTATE 78

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Industrial Development Corporation of Lehigh County

Donald P. Benner,
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ing economic base in manufacturing, light industry and the service sector.

About 36% of the county's employment base is in precision machining, precision assembly in plastic and metal component parts, food processing, and paper making and printing. All told, the county has 840 manufacturing companies. Another major component is the general service sector that includes commercial and retail establishments, financial institutions and a large concentration of health care facilities. Currently under construction is a 100,000-square-foot office complex for a regional office of Continental Insurance which closed three other offices to consolidate operations in York.

David Carver, president of the York County Industrial Development Organization, says the county has not suffered through economic ups and downs as have so many other communities. "There has been no change in the kinds of products produced, but there has been a significant change in ownership and the plants that are here. There has been a constant adjustment in the product lines produced in local plants. As the sister plants either closed or were folded into facilities here, we have had no significant plant closings."

To continue building on its existing economic base, York offers sites in 20 industrial parks, with special emphasis on small- and medium-size companies, who need 40,000 to 60,000 square feet of space, rather than on a handful of very large companies. Of the 14 parks with space currently available, 11 of those are in the Interstate 83 corridor.

Ready access to Interstates 83, 81 and the Pennsylvania Turnpike has also proven very attractive—along with the county's central location.

"York has a ruralness to its environment that makes it a healthful place to live," says Carver. This emphasis on maintaining a high quality of life is reflected in the fact that York has more golf courses than any other county in the state.

Speaking of future development goals for the county, Carver says, "We are selective about who we go after. We try hard to strike a balance between using up farmland and recreational land versus putting in industrial parks."

The western region

One of Jefferson County's most famous residents is Punxsutawney Phil. When this celebrity groundhog emerges from his burrow he sees a county that is working hard to maintain its lakes and forests and a successful economic development program. Historically, Jefferson County has had a manufacturing base, specializing in metal fabrication, powder metal machining and wood products.

With major stands of local hardwood trees now being cut for shipment to the southern states or to overseas markets for milling, the county is actively recruiting companies that mill raw lumber. Basing such operations within the county would eliminate secondary transportation costs. Jefferson County's Department of Development is also actively pursuing other powder metal companies. Executive director John Coleman Jr. says such companies already in the area employ several hundred workers, and the industry is on the verge of major growth. "We have looked at our labor force and we have found we have a surplus of workers that are skilled in steel fabrication as well as plastic injection molds and plastic products."

In addition to a skilled and productive labor force, Coleman says the county has low-priced land available, with several incentive programs available to help qualified companies relocate. Industrial parks located along Interstate 80 offer land at $10,000 an acre or less. In some cases, land may actually be donated to companies that the county wishes to attract to the area.

The county is in the planning stages for three industrial parks and has three others at various stages of development. One is 30% developed and two others are at roughly the halfway point. To assist companies with their questions, the Department of Development has several different divisions: a Planning Division to assist with subdivision and zoning questions, a Bureau of Community Development to assist in applications for block grants, and another that assists companies with needed infrastructure improvements. In cooperation with the state's Bureau of Economic Development, the county can help with ser-

Jefferson County takes pride in the quality of life its population enjoys.

REPORT CARD

FOR Wilkes-Barre, PA

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FACILITIES	A+
COMMUNITY SUPPORT	A+
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vices such as staff training, promotional documents, and site location, as well as provide a data base of available properties.

Like many counties throughout central and western Pennsylvania, Jefferson takes pride in the quality of life its population enjoys through a low cost of living and a wealth of outdoor activities such as hunting and fishing, and cultural activities coordinated by organizations such as the Theater Arts Council.

As western Pennsylvania continues to attract a broad range of companies, Gelco Space in Bala Cynwyd has been able to offer an innovative option to companies that need temporary office or storage space.

With branch offices in the Pittsburgh area and in Bucks County, the company specializes in providing mobile office space. Portable sections measuring 12 feet by 60 feet can be leased or bought by companies who need immediate offices to establish operations or to plan the move. Bob Coker, executive vice president, says, "Almost every Fortune 500 company has either leased or bought buildings over the past 10 years." Within Pennsylvania these companies include General Electric, RCA and Unysis.

"The customer who is looking at construction costs these days is looking for ways to save money. The modular construction of our units can save them about 25% over construction, but there is also the time factor. These companies can have the space they need in 60 days instead of six months," says Coker. He projects that Pennsylvania will continue to enjoy one of the healthiest expansion climates in the U.S., and expects many companies to take advantage of the modular, portable facilities his company offers.

"Expressway for Expansion"

The counties of Beaver and Lawrence make up western Pennsylvania's Route 60 corridor, which presents itself as the "Expressway for Expansion." Of the two counties, Beaver was hard hit by a major downturn in steel production in nearby Pittsburgh. The county's successful economic development efforts, however, are helping it rebound from an unemployment rate that peaked at 29% in early 1984.

Bob Rice, director of business development for Beaver County's Corporation for Economic Development, says the county is positioning itself for continued growth in the industrial and commercial sectors. Beaver County has excellent highway access to major markets in both the Midwest and the Northeast and also has the Ohio River, which offers excellent low-cost transportation options. Of the 35 top industrial markets in the nation, 22 are accessible from Beaver County by overnight truck traffic. And the skilled labor force that once worked in the steel industry is still in the region

> Beaver County has excellent highway access to major markets in both the Midwest and the Northeast.

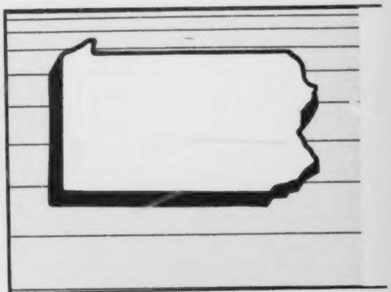
Another major transportation resource is the Greater Pittsburgh International Airport, which is actually closer to much of Beaver County than to neighboring Allegheny County. The county has already constructed Hopewell Industrial Park, which is just minutes away from the airport, and has three other parks in various stages of development. To meet the specific needs of companies considering a move to Beaver County, the development agency keeps a computer index of available land for purchase and lease. Currently, there are 300 parcels in that listing.

Lawrence County

Just north of Beaver County sits Lawrence County, which shares the Route 60 corridor. For all but a handful of large companies, Lawrence County's attractions have remained a well-kept secret outside the region. In recent years, the county has enjoyed the benefits of several expansion projects in steel-related industries, with company investments ranging from just a few thousand dollars up to $2.2 million. The county is also home to four major plastics firms and a specialty company that refurbishes rail and trolley cars. Robert Callen, executive director of the Lawrence County Economic Development Corporation, says several industrial parks are now in the planning stages, and he predicts real estate speculation will increase as the projects get underway.

Current economic development programs are planned to assist industries and businesses already in the county by helping facilitate low-cost financing for expansion. The agency also promotes the area to outside companies who would benefit from products and services already produced in Lawrence County. For example, says Callen, soft drink companies and others would benefit from the plastic producers operating there.

"We believe we are in a good location considering how close we are to Pittsburgh Airport and all the rail service we have," says Callen. "And the whole Route 60 corridor is a unique region because it has so many possibilities, all with good access to major markets from Boston to Washington, D.C., and cities like Buffalo, Pittsburgh and Cleveland." ☐



PENNSYLVANIA

STATE INFORMATION:

Financial assistance to industry:

- Penn. Capital Loan Fund (PCLF) — Loans to small bus. in mfg., ind., export, and/or advanced tech. operations for land, bldgs., machinery & equip., & working capital
- Penn. Ind. Dev. Authority (PIDA) — Long-term, low-interest loans to mfg. or ind. bus. rates from 3%-8%.
- Penn. Ec. Dev. Financing Authority (PEDFA) — Pooled bond issues for both tax-exempt and taxable bonds to provide business loans for land, bldgs., machinery & equip.
- Customized Job Training (CJT) — Funds for individualized vocational training

Penn. Minority Bus. Dev. Authority (PMBDA) — Managerial technical & loan assistance for minority bus.

Technology Iniatives — Links state, private & educational resources, offering financial assistance through the Ben Franklin Partnership Challenge grants, Research Seed grants, and seed venture capital & technical assistance through technology centers & industrial resource centers.

Site Dev., Community Facilities, & Bus. Infrastructure Dev. (BID) & Penn. Infrastructure Investment Authority (Pennvest) programs — Grants and/or loans to improve infrastructure needed for bus. growth & expansion

Employee Ownership Assistance Program — Financial assistance to employee ownership groups to convert mfg. or ind. firms into employee-owned enterprises or to improve existing employee-owned companies.

Penn. Energy Development Authority (PEDA) — Funds projects which develop, promote, or more efficiently use PA energy resources.

Enterprise Zone Program — Provides economic development incentive to businesses located in a designated distressed community.

Tax Credit Programs:

1. Neighborhood Assistance — credit for facilities donated to non-profit groups.
2. Job Creation — credit against federal unemployment insurance costs for creating new jobs.

Tax rates:

Corporate income tax	8.5%
Personal income tax	2.1% flat rate
Sales tax	6%
Incorporation tax	NA
Franchise tax	95 mills on fixed formula with some statutory exemptions including exemption of the first $100,000 of the tax base and all manufacturing operations
Inventory tax	none
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	112
Two-year or junior colleges	23
Vocational or business schools	93

Medical facilities:

Hospitals	305
Clinics	NA

Labor analysis:

Civilian labor force	5,770,000 (10/88)
High school grads	121,200 (1987)

For additional labor market information, contact Office of Employ. Security, Penn. Dept. of Labor & Industry, 2971 N. 7th St., Harrisburg, PA 17121, 717/783-3270

Environment controls:

Air pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg, PA 17120, 717/787-9702

Water pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Water Quality Mgt., (same address as above), 717/787-2666

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
PENNSYLVANIA	11,866.7	11,973.4
Abington Twp.	59.1	59.3
Allentown	103.8	105.6
Altoona	57.1	53.9
Bensalem Twp.	52.4	58.4
Bethel Park	34.8	NA
Bethlehem	70.4	71.0
Bristol Twp.	58.7	60.6
Cheltenham Twp.	35.5	NA
Chester	45.8	44.0
Easton	26.0	26.7
Erie	119.1	116.9
Falls Twp.	36.1	NA
Harrisburg	53.3	52.7
Haverford Twp.	52.3	52.5
Hazleton	27.3	25.5
Hempfield Twp.	43.4	43.0
Johnstown	35.5	32.1
Lancaster	54.7	57.7
Lebanon	25.7	26.5
Lower Merion Twp.	59.7	60.2
Lower Paxton Twp.	34.8	NA
Manheim Twp.	26.0	NA
McCandless Twp.	26.3	NA
McKeesport	31.0	27.3
Middletown Twp.	34.2	NA
Millcreek Twp.	44.3	45.7
Monroeville	31.0	NA
Mount Lebanon Twp.	34.4	NA
New Castle Twp.	33.6	NA
Norristown	34.7	34.1
Northampton Twp.	27.4	NA
North Huntingdon Twp.	31.5	NA
Penn Hills Twp.	57.6	54.3
Philadelphia	1,688.2	1,639.0
Pittsburgh	423.9	386.0
Plum	25.4	NA
Radnor Twp.	27.7	NA
Reading	78.7	78.0
Ridley Twp.	33.8	NA
Ross Twp.	35.1	NA
Scranton	88.1	82.6
Shaler Twp.	33.7	NA
Springfield Twp.	25.3	NA
State College	36.1	34.8
Upper Darby Twp.	84.1	86.0
Upper Moreland Twp.	25.9	NA
Warminster Twp.	35.5	NA
West Mifflin	26.3	NA
Wilkes-Barre	51.6	48.2
Williamsport	33.4	32.1
York	44.6	44.2

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Allentown-Bethlehem, PA/NJ	636.7	664.8
Altoona	136.6	133.9
*Beaver County	204.0	192.9
Erie	279.8	282.7
Harrisburg-Lebanon-Carlisle	555.0	584.5
Johnstown	264.5	256.1
Lancaster	362.3	395.0
*Philadelphia, PA/NJ	4,716.8	4,855.0
*Pittsburgh	2,219.0	2,119.1
Reading	312.5	327.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA	1,055.3	41.4	10.37
Allentown-Bethlehem	76.6	40.3	10.45
Altoona	11.3	40.3	8.83
Beaver County	9.5	41.8	10.77
Erie	35.2	43.4	10.53
Harrisburg-Lebanon-Carlisle	53.1	40.5	9.81
Johnstown	13.1	39.5	8.44
Lancaster	59.4	41.4	10.10
Philadelphia PMSA	369.9	40.7	11.43
Pittsburgh	124.9	42.9	11.43
Reading	49.8	41.6	10.89
Scranton-Wilkes-Barre	71.5	39.7	9.01
Williamsport	16.6	41.3	8.98
York	60.8	42.9	9.93

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PENNSYLVANIA	5,844.5	295.5	5.1
Allentown-Bethlehem	326.6	13.3	4.1
Altoona	60.8	3.8	6.3
Beaver County	64.3	5.5	8.6
Erie	131.1	7.4	5.7
Harrisburg-Lebanon-Carlisle	326.0	13.8	4.2
Johnstown	95.2	6.2	6.5
Lancaster	222.1	7.6	3.4
Philadelphia	2,435.4	104.0	4.3
Pittsburgh	968.9	54.7	5.6
Reading	180.3	7.2	4.0
Scranton-Wilkes-Barre	359.8	20.4	5.7
Williamsport	62.9	3.1	4.9
York	221.7	9.3	4.2

*preliminary figures

PENNSYLVANIA

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	222.1	NA	NA
MANUFACTURING	1,042.1	40.9	9.98
DURABLE GOODS	591.0	41.9	10.69
Lumber & wood prods.-SIC 24	29.5	42.0	8.42
Furniture & fixtures-SIC 25	21.6	40.7	8.69
Stone, clay & glass prods.-SIC 32	47.1	42.4	10.35
Primary metal industries-SIC 33	87.6	42.6	12.56
Fabricated metal products-SIC 34	91.7	42.1	10.46
Machinery, except electrical-SIC 35	103.7	42.4	10.86
Electrical & electronic equip.-SIC 36	93.5	40.9	10.03
Transportation equip.-SIC 37	61.2	40.8	11.99
Instruments & related prods.-SIC 38	34.5	41.6	10.16
Misc mfg. industries-SIC 39	20.6	42.2	9.76

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	6,200	319,500
Masonry	410	28,000
Clays	1,323	5,103
Gem stones	NA	5
Lime	1,584	90,808
Peat	18	472
Sand & gravel:		
Construction	14,400	70,800
Industrial	W	W
Stone:		
Crushed	75,400	355,100
Dimension	65	11,412
Combined value of clays (kaolin), mica (scrap), tripoli (1986-87), and values indicated by symbol W		11,736
Total 1987 (preliminary)		892,936

* thousand short tons

w withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Allentown	27	74	5815	751
Erie	25	69	6768	402
Harrisburg	29	74	5335	1006
Johnstown	28	73	5768	728
New Castle	27	72	5885	642
Philadelphia	31	77	4947	1075
Pittsburgh	27	72	5950	645
Scranton	25	72	6330	569
State College	26	72	6247	559
Wilkes-Barre	25	72	6330	569
Williamsport	26	73	6047	659
York	30	75	5203	901

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abington Twp. — 12eg, 8g
Allentown — 9e, 14g
Altoona — 7e, 11g
Bensalem Twp. — 12g
Bethel Park — 2e, 15e, 1g, 3g
Bethlehem — 9e, 14g
Bristol Twp. — 12eg
Cheltenham Twp. — 12eg
Chester — 12eg
Easton — 4e, 6g, 14g
Erie — 7e, 5g
Harrisburg — 9e, 14g
Haverford Twp. — 12eg
Hazleton — 9e, 14g
Hempfield — 11g
Johnstown — 7e, 11g
Lancaster — 9e, 14g
Lebanon — 4e, 14g
Lower Merion Twp. — 12g
Lower Paxton Twp. — 14g
Manheim Twp. — 9e, 14g
McCandless Twp. — 2e, 1g, 3g
McKeesport — 2e, 3g
Millcreek Twp. — 8g
Monroeville — 2e, 3g, 11g
Mt. Lebanon Twp. — 2e, 1g, 3g
New Castle — 10e, 1g
Norristown — 12eg
Northampton Twp. — 9e, 12g, 14g
North Huntington Twp. — 1g, 3g
Penn Hills Twp. — 2e, 3g
Philadelphia — 12e, 13g
Pittsburgh — 2e, 1g, 3g, 11g
Plum — 2e, 3g
Radnor Twp. — 12eg
Reading — 4e, 14g
Ridley Twp. — 12eg
Ross Twp. — 14e, 1g, 3g
Scranton — 9e, 8g
Shaler Twp. — 2e, 3g
Springfield Twp. — 12eg, 6g
State College — 15e, 1g
Upper Darby Twp. — 12eg
Upper Moreland Twp. — 12g
Warminster Twp. — 12eg
West Mifflin — 2e, 1g, 3g
Wilkes-Barre — 9e, 8g
Williamsport — 9e, 8g
York — 4e, 1g

1. Columbia Gas of PA, Inc.
   200 Civic Center Dr., Columbus, Ohio 43215
2. Duquesne Light Co.
   One Oxford Ctr., 301 Grant St. Pittsburgh 15279
3. Equitable Gas Co.
   420 Blvd. of the Allies, Pittsburgh 15219
4. Metropolitan Edison Co.
   2800 Pottsville Pike, Muhlenberg Twp., Berks Co.; Box 16001, Reading 19640-0001
5. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo, NY 14203
6. North Penn Gas Co.
   76-80 Mill St., Port Allegany 16743
7. Pennsylvania Electric Co.
   1001 Broad St., Johnstown 15907
8. Pennsylvania Gas & Water Co.
   39 Public Square, Wilkes-Barre 18711
9. Pennsylvania Power & Light Co.
   2 N. 9th St., Allentown 18101-1179

Area Wage Survey

Average straight-time hourly earnings

	Philadelphia, PA/NJ 11/85	Pittsburgh 2/88	York 1/88	Northeast Pennsylvania 8/86	Scranton Wilkes-Barre 8/88
Office, professional, & technical					
Payroll clerks	$ 7.62	8.81	7.64	8.49	7.63
Accounting clerks	7.38	8.10	6.64	6.14	6.70
File clerks	5.43	5.74	5.10	4.84	5.67
Typists	7.25	7.36	6.93	6.36	5.85
Key entry operators	7.01	7.41	7.03	5.85	6.27
Secretaries	9.47	9.86	8.40	7.79	8.36
Stenographers	9.04	9.72	8.15	7.70	NA
Switchbd opr-receptionists	6.55	6.92	6.18	5.59	6.03
Word processors	7.92	9.09	7.18	6.61	6.61
Drafters	10.03	12.89	10.08	8.70	8.89
Electronics technicians	14.00	14.20	14.21	12.94	13.81
Computer operators	8.96	9.64	7.92	7.85	7.97
Computer programmers	12.58	13.49	10.91	10.99	12.15
Computer systems analysts	15.21	17.50	14.46	17.17	16.04
Maintenance & powerplant					
Carpenters	12.99	11.76	11.91	8.77	NA
Electricians	13.21	12.52	12.56	10.97	11.54
Engineers, stationary	12.22	13.62	13.59	11.70	12.61
Machinists	13.20	11.64	11.94	10.33	10.84
Mechanics (machinery)	12.71	12.56	11.41	10.07	10.53
Tool & die makers	13.29	12.82	13.60	11.49	12.50
Custodial & material movement					
Guards	4.45	4.91	NA	4.17	5.14
Janitors, porters & cleaners	6.59	5.06	7.71	4.97	5.94
Laborers, mat'l handling	9.66	9.72	10.96	10.83	10.39
Shippers & receivers	8.16	9.96	8.55	8.28	8.83
Truckdrivers	12.01	12.90	9.56	10.03	11.52
Forklift operators	10.30	10.88	9.33	10.34	11.21

10. Pennsylvania Power Co.
    1 E. Washington St., Box 891, New Castle 16103-0891
11. Peoples Natural Gas Co.
    2 Gateway Center, Pittsburgh 15222
12. Philadelphia Electric Co.
    2301 Market St., Philadelphia 19101
13. Philadelphia Gas Works
    1800 No. 9th St. Philadelphia 19122
14. UGI Corp.
    Box 858, Valley Forge 19482; 225 Morgantown Rd., Reading 19611
15. West Penn Power Co.
    Cabin Hill, Greensburg 15601

Rural utilities contacts:

Allegheny Electric Co-op
Jesse Tilton, EVP
P.O. Box 1266, Harrisburg 17108
717/233-5704

Penn, Rural Elec. Assn.
Joe Dudick, Dir., Pub. Affairs
P.O. Box 1266, Harrisburg 17108
717/233-5704

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Abington Twp. (45 through Blue Bell)
Allentown 3, 4, 9, 12, 21, 26, 28, 34, 37, 39, 41, 43, 44
Altoona 3, 12
Bethel Park (Pittsburgh)
Bethlehem 3, 4 (Allentown)
Bristol Twp. 3 (Philadelphia)
Cheltenham Twp. (Philadelphia)
Chester 2, 3 (Philadelphia)
Easton 3 (Allentown)
Erie 1, 3, 6, 12, 22, 23, 35, 44
Harrisburg 3, 4, 9, 12-14, 28, 34, 39-42, 44
Haverford Twp. 3 (Philadelphia)
Johnstown 2, 3, 12
Lancaster 3, 12
Lebanon Twp. 3 (Harrisburg)
Manheim Twp. 3 (Lancaster)
McCandless Twp. (Pittsburgh)
McKeesport 1-3, 7 (Pittsburgh)
Middletown Twp. 3 (Harrisburg)
Monroeville (Pittsburgh)
New Castle Twp. 2, 3, 7 (Pittsburgh)
Norristown 3 (Philadelphia)
Northampton Twp. (Allentown)
Philadelphia 2-5, 10-16, 18, 20, 21, 24-26, 28-34, 36, 38-41, 44, 45
Pittsburgh 2, 3, 5, 7, 12, 13, 16, 17, 19, 20, 24, 26, 32, 34, 38, 40, 41, 44
Reading 2, 3, 12
Ridley Twp. 2, 3 (Philadelphia)
Scranton 3, 4 (Wilkes-Barre)
Springfield Twp. 3 (Philadelphia)
State College 12, 39
Upper Darby Twp. (Philadelphia)
Warminster Twp. (Philadelphia)
West Mifflin (Pittsburgh)
Wilkes-Barre 4, 12, 21, 26-28, 39, 43, 44
Williamsport 3, 12
York 2, 3 (Harrisburg)

Railroads

1. Bessemer & Lake Erie R.R. Co.
2. CSX Transportation, Inc.
3. Conrail
4. Delaware & Hudson Railway Co.
5. Illinois Central
6. Norfolk and Western Rwy. Co.
7. Pittsburgh & Lake Erie R.R. Co.

Airlines

8. Air Canada-Commuter Express
9. Air France
10. Air Jamaica Limited
11. Allegheny Commuter
12. American
13. American Eagle
14. Braniff
15. British Airways
16. Canadian Airlines Intl. Can Part-On Express
17. Chester County Air
18. Christman Air System
19. Continental
20. Continental Express-Bar Harbour Airlines
21. Continental Express-Britt North
22. Continental Express-Britt South
23. Delta
24. Delta Connection-Business Express
25. Eastern
26. Eastern Express-Bar Harbor
27. Eastern Express-Precision
28. Eastern Express-Southern Jersey
29. Lufthansa
30. Mexicana
31. Midway Airlines, Inc.
32. Midwest Express
33. Northwest
34. Northwest Airlink-Simmons Airlines
35. Pan Am Express
36. PBA-Provincetown-Boston Airline, Inc.
37. Piedmont
38. Piedmont Regional-Henson
39. TWA
40. United
41. United Express-Air Wisconsin
42. United Express-Presidential Airways
43. USAir
44. Wings Airways

DEVELOPMENT COUNSELORS:

State Development Agency

Director
PA Dept. of Commerce/
Economic Dev. Partnership
433 Forum Building
Harrisburg, 17120
717/787-3003

Areas & Others

Allentown
Benner, Donald P., Pres.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St., Box 1410, 18105
215/437-5581
Lesko, Joseph R., Mgr.
Penn. Power & Light
2 North 9th St., 18101
215/770-5203

Bethlehem
Bollinger, Dick, Mktg. Dir.
Lehigh Valley Ind. Park Inc.
95 Highland Ave., Ste. 310, 18015
215/866-4600

Camp Hill
Graf, William S., Exec. V.P.
Central Pennsylvania Business People
214 Senate Ave., 17011
717/761-2000

Easton
Austen, John R., Exec. Dir.
Easton Area Ind. Dev. Co.
208 Spring Garden St., P.O. Box 936
18044-0936
215/258-5647
Capobianco, Michael, Dir. of Mktg.
Northampton Cty. Dev. Corp.
157 S. 4th St., 18042
215/253-4213

Franklin
Zastawney, John W., Dir.
Vanango Cty. Ind. Dev. Corp.
1174 Elk St., 16323
814/432-3466

Greensburg
Dinardo, Ralph, Econ. Dev. Spvr.
West Penn Power Co.
Cabin Hill, 15601
412/838-5901

Lancaster
Wauls, David
Lancaster Cty. E.D.C.
P.O. Box 1558, 17603
717/397-4046

Lewistown
Postal, Robert, Exec. Dir.
Mifflin Cty. I.D.C.
1 Belle Ave.
Mifflin Cty. Ind. Plz., 17044
717/242-0393

New Castle
Ross, Richard, Dir. Area Dev.
Pennsylvania Power Co.
1 E. Washington St.
P.O. Box 891, 16103-0891
Callen, Robert T., Exec. Dir.
Lawrence Cty. EDC
Shenango Street Station, 16101
412/658-1488

Philadelphia
Orsborn, James T., CID
Mgr., Reg. Info. Svcs.
Conrail Reg. Market Dev. Dept.
1528 Walnut St., Rm. 1601, 19081
215/893-6030

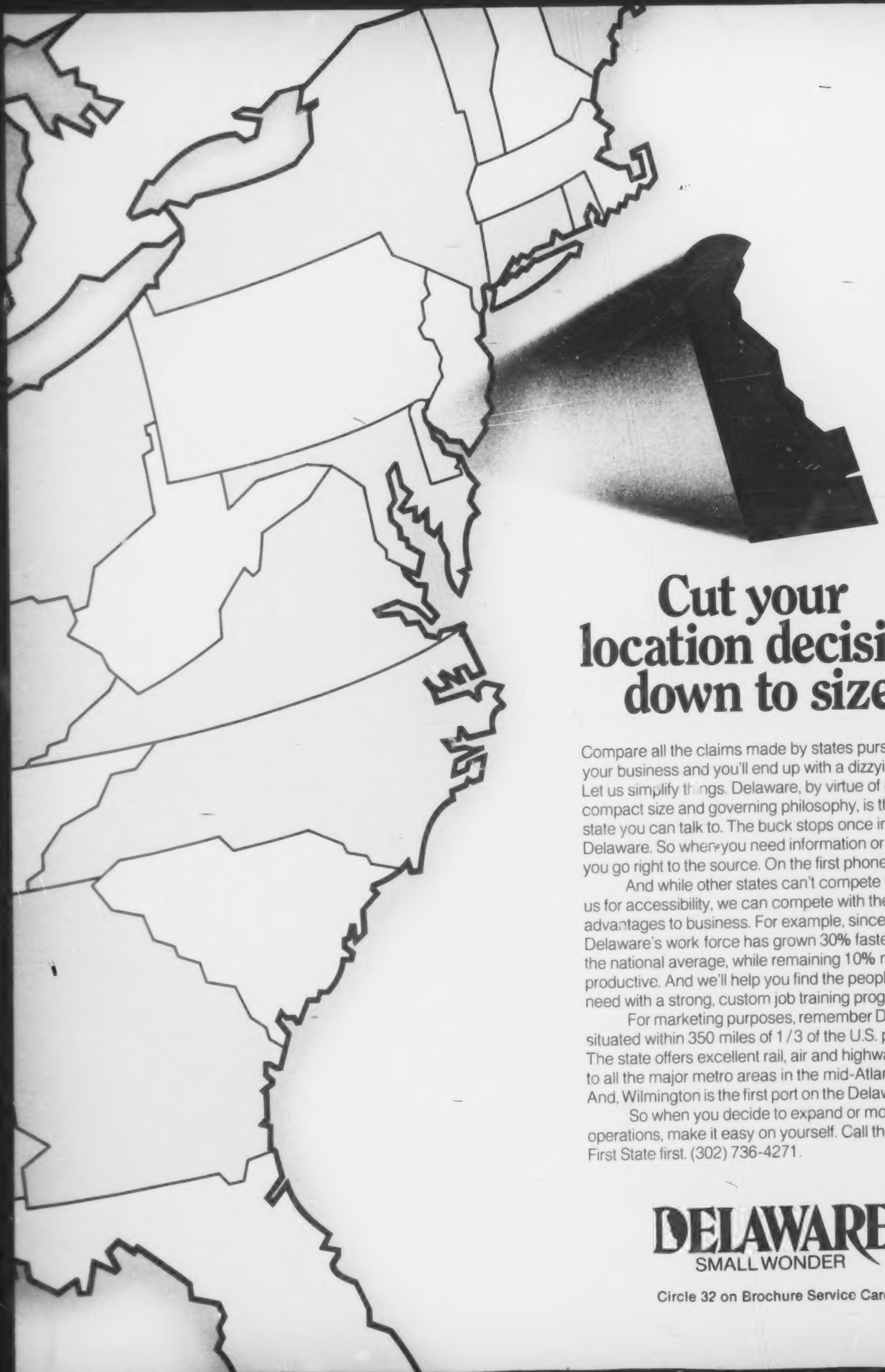
Pittsburgh
Evans, Jim
Area Dev. Dept.
Equitable Gas
420 Blvd. of the Allies, 15219
412/553-5790

Pottsville
Dunleavy, Edward J.
Dir. Mktg.
Schuylkill Econ. Dev. Corp. (SEDCO)
201 E. Laurel Blvd., 17901
717/622-1943

Trevose
Ponce, Juanita
The Korman Co.
2 Neshaminy Interplex, 19047
215/245-0700

Wilkes-Barre
Boam, Gary
Gtr. Wilkes-Barre Partnership, Inc.
Suite 600, Dept. PL 13
69 Public Square, 18701-2505
717/823-7728

Williamsport
Loedding, Peter A., AICP, Pres.
Williamsport-Lycoming C of C
454 Pine St., 17701
717/326-1971



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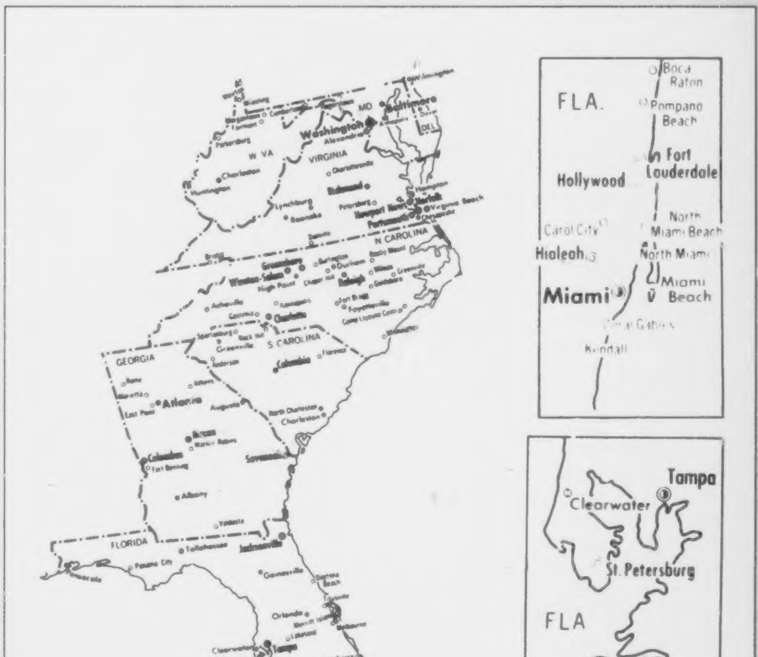
Regional Review

Following are summaries of some of the events affecting site location in each of the South Atlantic states in 1988. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Delaware

"Delaware is moving beyond its image as a manufacturing state and the home of the E.I. DuPont Nemours & Co. By offering special tax incentives, the state has established itself as a financial and banking center," reports Grant Thornton in its July 1988 *Manufacturing Climates Study.* Thornton adds that the state "remains the nation's center for corporate charters," with more than 173,000 corporations chartered there.

In Thornton's study, Delaware ranked second for pro-business state and local government fiscal policies, fifth for availability and productivity of resources, 19th for selected quality of life, and 22nd for state-regulated employment costs. In *Inc.* magazine's 1988 annual rating of the states' business climates, over a four-year period, Delaware once again held the seventh spot. According to the report, Delaware experienced a 21% increase in new jobs and a 2.79% increase in new businesses over the four-year period. Meanwhile, unemployment in 1988 was 3.2%; 16,000 new jobs were created, a 4.8% increase over 1987.



MD
Baltimore
Washington
DEL
W VA
VIRGINIA
Charleston
Richmond
Norfolk
N CAROLINA
Charlotte
S CAROLINA
Columbia
GEORGIA
Atlanta
Savannah
FLORIDA
Jacksonville
Tampa
St. Petersburg
Miami
FLA.
Boca Raton
Pompano Beach
Fort Lauderdale
Hollywood
Carol City
North Miami Beach
Hialeah
North Miami
Miami
Miami Beach
Coral Gables
Kendall
Tampa
Clearwater
St. Petersburg
FLA
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Marietta
Atlanta
Belvedere
East Point
GA
MD
Rockville
Wheaton
Bowie
Bethesda
Silver Spring
College Park
VA
Chillum
D C
Arlington
Washington
Jefferson
Suitland Silver Hills
Annandale
Alexandria
Miles
MD
Randallstown
Towson
Pikesville
Parkville
Woodlawn
Essex
Baltimore
Dundalk
Catonsville
Glen Burnie
10 Miles

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Adding to its favorable tax climate, the state has increased the amount of monthly gross receipts excluded from taxation, and the Governor has proposed a reduction in personl income tax. The "Invest in Delaware" program was also established in 1988, for investment and export sales. Major expansions last year included General Foods, Chemical Bank, ICI Americas, and J.C. Penney.

Florida

"While the rest of the Southeast anticipates steady growth, Florida, [now the fourth most populous state] continues to boom," reports Grant Thornton in its July 1988 *Manufacturing Climates Study.*

Florida also made a good showing, ranking fourth in the nation, in *Inc.* magazine's 1988 rating of the states' business activity over a four-year period. State taxes are also low, with Florida ranking fourth in the nation in tax effort in Grant Thornton's study. However, Thornton predicts that the tax structure will be reformed—"to pay for the new roads and schools it must build."

The economy is broadly diversified, with manufacturing making up about 9% of the work force. Tourism and agriculture are the mainstays of the economy. Nearly 37 million people visited Florida in 1988, up 8.5% over 1987. "The construction industry in Florida seems almost recession-proof," adds Grant Thornton. Miami International Airport is now the second most active in the nation, and in 1987 more than $22 billion in goods passed through the state's airports and 12 seaports.

However, the state is not sitting back on the heels of its prosperity. The Florida Economic Development Act of 1988 targets the international market. The Florida Department of Commerce and the Chamber are also jointly sponsoring Project Cornerstone, to examine the state's economy in terms of national and international conditions. On the homefront, legislation included: reducing the premium tax paid by insurance companies from 2.25% to 2%, increasing the tax credit for wages paid in Florida, and adding a credit for intangible taxes. Funding was also appropriated for planning of Spacecraft Florida, the nation's first commercial spaceport, and the Office of Space Programs was created to address the "special needs" of space commerce.

Georgia

Georgia ranked among the top-10 states in *Inc.* magazine's 1988 rating of the states' economic climates over a four-year period.

According to Grant Thornton's July 1988 *Manufacturing Climates Study,* in addition to its textile industry "the state's exports of forest products and manufactured goods are rising rapidly. The state is becoming a major port of entry for imported goods." The report also notes that Atlanta is prospering. "Manufacturers are attracted to Atlanta by its relatively inexpensive land, excellent transportation, and low wages."

A "center for international activity in the South," more than 1,200 foreign firms operate in Georgia, employing over 82,000 people. Japan leads in number of facilities, Australia in investment (nearly $2 billion), and Canada employs the most Georgians.

Tax incentives include a "very attractive" inventory tax exemption in nearly three-quarters of Georgia's counties, and a state sales tax of 3%, unchanged since 1951. And, businesses are taxed only on income apportioned to Georgia.

Maryland

Maryland's business climate is strong. It received high marks for economic performance on CFED's "Report Card For the States," rated number three in *Inc.* magazine's 1988 business climate ranking, and is one of the few states to have a Triple-A bond rating from both Standard & Poor and Moody.

Among the 48 states (excluding Alaska and Hawaii), Maryland ranked seventh for pro-business state and local fiscal policies, as reported in Grant Thornton's July 1988 *Manufacturing Climates Study.* With more than 40 biotechnology firms in-state, Maryland is becoming a center for biotechnology. Being in close proximity to Washington, D.C. and federal funding and home to John Hopkin's University (now building a $500 million medical research center on 130 acres east of Baltimore) are some of the advantages for biotech firms.

Recent state legislation limited personal liability for corporate directors and officers, authorized a light rail transportation system throughout the state's metropolitan region, and established special economic opportunity funding that can be used for development purposes. Additional initiatives include: a new Maryland Intl. Division to coordinate international marketing efforts, a new Office of Technology Development to coordinate public and private efforts to move hi-tech R&D to the workplace, and the Small Business Development program (SBDC).

North Carolina

1988 was a banner year in terms of new/expanding industries. And, the state's traditional industries—food products, textile mills, furniture/fixtures—witnessed employment levels and weekly hours worked that have not been equalled in many years, reports Earle Bradley, an economic development analyst for the North Carolina Dept. of Commerce.

Employment reached an all-time high, while unemployment fell to a low mark not seen in more than a decade. "Our population is at an all-time high...and employment follows population, hand in glove," says Bradley.

With manufacturing and non-manufacturing employment at record levels and union activity relatively constant over the past five years, the current economic activity should continue through 1989. The 21 new manufacturing operations in 1988 included ASMO Co., with 400 new jobs, and Deere-Hitachi, with 100 jobs.

Legislative moves in 1988 included approval of a measure enabling local governmental units to use public funds to purchase property earmarked for economic development. The state also passed an amendment providing multi-state corporations with an equitable apportionment formula for computing the income earned in-state for income tax purposes and for the capital franchise tax.

South Carolina

South Carolina continues to show economic health. Preliminary figures show 1988 unemployment at 4.8%, the state's lowest rate since 1973. New jobs in South Carolina are also reflecting a trend toward increased investment in new technology and advanced equipment per job.

Announced capital investment for 1988 was nearly $3.7 billion, the highest since the state started keeping records in 1950. Meanwhile, the state's existing industry base is expanding. Manufacturing employment was up 2.5% between 1987 and 1988, according to the seasonally adjusted figures posted in December 1988.

In 1988 the legislature passed six major economic development initiatives: Fee-in-Lieu of (Property) Taxes, the Infrastructure Act creating the South Carolina Resources Authority, the State Corporate Income Tax Credit Toward Infrastructure Costs, a Corporate Headquarters and Office Facilities income tax credit,a Regional Industrial Parks amendment encouraging multicounty areas to develop centers of commerce, and a Seed Capital Fund of $10-$16 million to compensate for the high risk and illiquidity associated with new growth industries.

Additionally, the state created a computerized information system (GIS) and a work force initiative. The Heritage Golf Classic on Hilton Head Island remained a prime promotional opportunity in 1988.

Virginia

Virginia's economic activity continued to be strong in 1988 with substantial foreign activity and a record level of investment at $1.4 billion. The 22 new and 11 expanding foreign-based firms represent the highest level of foreign announcements for the state. The new foreign firms provided 2,190 jobs and $172.6 million in investment. The largest manufacturing investors in 1988 were: E.I. DuPont de Nemours & Co. with expenditures of $200 million, Planters Lifesavers Co. with $138 million in investment, and Canon Virginia Inc., announcing a $56 million expansion. Non-manufacturing investment was $614 million, the largest since the Department began non-manufacturing tracking in 1979.

The total number of manufacturing and non-manufacturing jobs created for the year, 13,993, was down from 19,452 in 1987. However, the share of manufacturing jobs created by new firms has been rising, topping off in 1988 at 69% of total jobs created by new and expanding manufacturing businessess.

The state's unemployment rate continued to fall in 1988, averaging 3.8% through October, compared to the national average of 5.0% over the same period.

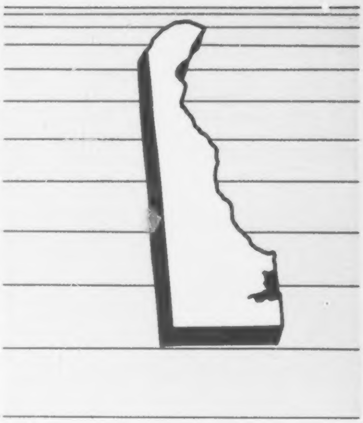
West Virginia

A new Governor, W. Gaston Caperton, III, was sworn in this January. The cornerstone of his campaign was "Partnership for Progress," which includes stronger regional economic development offices, with greater emphasis on private sector financing R&D, and state assistance in flexible manufacturing technologies.

In October 1988 unemployment was at 8.8% (it was in the double-digits in the early '80s). More than 87,000 people were employed in the manufacturing sector, with the bulk of employment in the chemical, metals and wood industries. Traditionally, employment has focused on mining and manufacturing. Current expanding industries are: wood products, distribution, health care, software development, food processing, and energy-resource development.

Among the state's pluses is its surplus of energy supplies (and low electric power rates). Rather than export its surplus coal, the Public Energy Authority is developing new plants that will burn the coal and export the electricity over transmission lines. In 1988, there were nine new power projects in the works, to pour an estimated $2 billion in investments into nearby communities.

A Public Inland Port Authority was established in 1988, and a pilot project is in the planning stages for the Eastern West Virginia Regional Airport in Martinsburg (the airport authority there also owns 1,300 developable acres of land). ☐



DELAWARE

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives — municipal, county & state
- Industrial revenue bond financing
- SBA 503 financing
- SBA 7(a) Financing
- Municipal and county revolving loan program
- Job training assistance
- Available property inventory

Tax rates:

Corporate income tax	8.7%
Personal income tax	1.0%-7.7% (1988)
Sales tax	none
Franchise & incorp. tax	varies
Inventory tax	none
Personal property tax	none
Gasoline tax	$.16/gal.

Advanced education facilities

Four-year colleges & universities	5
Two-year or junior colleges	4
Vocational & business schools	50

Medical facilities:

Hospitals	15
Clinics	18

Labor analysis:

Civilian labor force	352,405
High school graduates	5,791

For additional labor market information, contact Douglas M. Clendaniel, Dir. of Research, Delaware Dev. Office, 99 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4271

Environment controls:

Air pollution: Phillip G. Retallick, Dir., Div. of Air & Waste Mgt., 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4764

Water pollution: R. Wayne Ashbee, Dir., Div. of Water Resources, 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4860

DELAWARE

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
DELAWARE	595.2	642.5
Newark	25.2	NA
Wilmington	70.2	70.4

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1988
	—Thousands—	
*Wilmington, DE/NJ/MD	524.1	557.1

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE	68.4	39.9	10.31
Wilmington	56.6	40.8	13.23

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
DELAWARE	348.5	10.0	2.9
Wilmington	301.4	10.7	3.5

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	19.9	NA	NA
MANUFACTURING	69.5	40.7	10.69
DURABLE GOODS	19.0	40.8	12.12
Primary metal industries-SIC 33	NA	NA	NA
Fabricated metal products-SIC 34	NA	NA	NA
Transp. equip.-SIC 35	8.4	40.6	15.23

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Newark 1, 2 (Philadelphia, PA)
Wilmington 1, 2 (Philadelphia, PA)

Railroads

1. Conrail
2. CSX Transportation, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Newark — 2e, 1g
Wilmington — 1eg

1. Delmarva Power & Light Co.
   800 King St., P.O. Box 231
   Wilmington 19899
2. Newark Electric Dept.
   P.O. Box 390, Newark 19711

Rural utilities contact:

Virginia, Maryland & Delaware Assn. of Elec. Co-ops
Sam Perry, Dir. of Mktg.
P.O. Box 15248
Richmond, VA 23227
804/264-2801

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	1
Marl, greensand	1	16
Sand & gravel Construction	2,300	6,500
Total 1987 (preliminary; excludes the value of magnesium compounds)		6,517

* thousand short tons

Kent County, Delaware Profile
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DELAWARE
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The Forward Central Delaware Committee
Treadway Towers P.O. Box 576
Dover, DE 19903 (302) 678-3028

Kent County, Delaware

A joint venture of Kent County Levy Court and the Central Delaware Chamber of Commerce.

Circle 31 on Brochure Service Card

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And, the place they found was Tallahassee. Little did Governor Duval and his staff know that today – more than 150 years later – this same location is still the perfect location. Tallahassee. In 1824 this city, now the epitome of southern charm, became the Capital of Florida.

As the story is told, Duval's explorers chose Tallahassee for the beautiful southern terrain and natural resources. Today Tallahassee, with a diverse population approaching 200,000, is the site of many impressive companies for additional reasons. Tallahassee takes pride in an outstanding research and development park and a selection of manufacturing sites. And, the ample resources of Tallahassee go far beyond the natural beauty that attracted Duval. Rich resources that include an abundance of skilled labor at a comparatively moderate wage scale. And, attractive access to a highly acclaimed vocational technical school as well as two major universities, Florida State and F.A.M.U., which jointly operate a School of Engineering. Adding to those already alluring elements are two supercomputers located at F.S.U. – the ETA 10 and the Cyber 205.

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TALLAHASSEE

Florida With A Southern Accent.

Contact the City of Tallahassee
Economic Development Commission or
Bob Bone, President
Tallahassee Chamber of Commerce
P.O. Box 1639 • Tallahassee, FL 32302 • 904-224-8116

Circle 30 on Brochure Service Card

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Wilmington	31	76	4986	1015

DEVELOPMENT COUNSELORS:

State Development Agency

Sullivan, Don, Dir., Bus. Dev.
Delaware Dir. Off.
99 Kings Hwy., P.O. Box 1401
Dover, 19903
302/736-4271

Areas & Others

Dover
Wolfensberger, Daniel W., Dir.
Forward Central Delaware
Ste. 2 B, Treadway Twrs., 19903
302/678-3028

Hockersmith, Paul J., C.I.D.
Econ. Dev. Mgr.
Delmarva Power & Light Co.
800 King St., P.O. Box 231,19899
302/429-3160

Georgetown
Masten, Steve, Dir.
Sussex County Eco. Dev.
P.O. Box 589, 19947
302/855-7770

Wilmington
Burawski, Donald V., Pres.
New Castle Cty. Econ. Dev. Corp.
1 Commerce Ctr., Ste. 500, 19801
302/656-5050

FLORIDA

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds for headquarters, warehouse/distribution, manufacturing, R&D parks, pollution control, etc.
- Tax incentives for creation of jobs & industrial investment
- Funds to build or improve roads for industry in specific areas
- Long-term financing for small business through Florida First Capital Finance Corp.
- Special state & local vocational/technical job training for industry
- Machinery & equipment sales tax exemptions for manufacturing
- Free port law
- Local option abatement of ad valorem taxes up to a ten-year period
- University-related R&D parks
- Eight foreign trade zones
- No state property tax
- No corporate franchise tax
- Repealed services tax
- No personal income tax

Tax rates:

Corporate income tax ....5.5% of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption
Personal income tax.................... none
Property tax .... varies locally
Sales tax 6%
Incorporation tax .... graduated
Franchise tax.............................. none
Inventory tax................................ none
Gasoline tax $.097/gal. (Optional local taxes $.01 — $.07 additional)

Advanced education facilities:

Four-year colleges & universities.....97
Two-year community colleges 28
Vocational & business schools......447

Medical facilities:

Hospitals 314
Clinics .... NA

Labor analysis:

Civilian Labor force 6,119,400
High school graduates 93,426

For additional labor market information, contact Dept. of Labor & Employ. Security, Bureau of Labor Market Information, 203 Marathon Building, Tallahassee, FL 32399-2000

Office of the Sec'y: 904/488-4398
Div. of Labor Employ. & Training: 904/488-7228
Bureau of Labor Market Information: 904/488-1048
Div. of Unemploy. Comp.: 904/488-6093
Div. of Workers' Comp.: 904/488-2514

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
FLORIDA	9,740.0	12,163.9
Boca Raton	49.5	62.0
Boynton Beach	35.6	NA
Bradenton	30.2	38.7
Cape Coral	32.1	53.0
Clearwater	85.5	101.6
Coral Gables	43.2	43.0
Coral Springs	37.3	NA
Daytona Beach	54.2	61.6
Deerfield Beach	39.2	NA
Delray Beach	34.3	48.5
Dunedin	30.2	NA
Fort Lauderdale	153.3	155.3
Fort Myers	36.6	43.3
Fort Pierce	33.8	40.1
Gainesville	81.4	86.1
Hallandale	36.5	NA
Hialeah	145.3	170.2
Hollywood	117.2	127.0
Jacksonville	540.9	634.6
Lakeland	47.4	71.7
Lake Worth	27.0	NA
Largo	59.0	66.0
Lauderdale Lakes	25.4	NA
Lauderhill	37.[illegible]	NA
Margate	36.0	NA
Melbourne	46.5	60.4
Miami	346.9	386.9
Miami Beach	96.3	97.5
Miramar	32.8	NA
North Miami	42.6	44.3
North Miami Beach	36.5	NA
Ocala	37.2	47.8
Orlando	128.4	156.7
Palm Bay	NA	46.0
Panama City	33.3	37.6
Pembroke Pines	35.8	NA
Pensacola	57.6	66.6
Pinellas Park	32.8	NA
Plantation	48.5	57.0
Pompano Beach	52.6	69.2
Riviera Beach	26.6	NA
St. Petersburg	236.9	243.4
Sarasota	48.9	54.1
Sunrise	39.7	NA
Tallahassee	81.5	125.0
Tamarac	29.1	NA
Tampa	271.5	294.4
Titusville	31.9	43.5
West Palm Beach	62.5	73.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Bradenton	148.4	183.2
Daytona Beach	258.8	335.4
*Fort Lauderdale-Hollywood-Pompano Beach	1,018.0	1,190.3
Fort Myers-Cape Coral	205.3	294.6
Fort Pierce	151.2	220.5
Fort Walton Beach	109.9	150.2
Gainesville	151.3	204.1
Jacksonville	737.5	890.1
Lakeland-Winter Haven	321.7	390.6
Melbourne-Titusville-Palm Bay	273.0	377.6
*Miami-Hialeah	1,626.0	1,818.2
Naples	85.8	127.9
Ocala	122.5	179.3
Orlando	700.7	959.0
Panama City	97.7	129.0
Pensacola	289.8	349.6
Sarasota	202.3	255.7
Tallahassee	159.5	222.9
Tampa-St. Petersburg-Clearwater	1,614.0	1,979.3
West Palm Beach-Boca Raton-Delray Beach	573.1	804.0

*Primary Metropolitan Statistical Areas (PMSAs)

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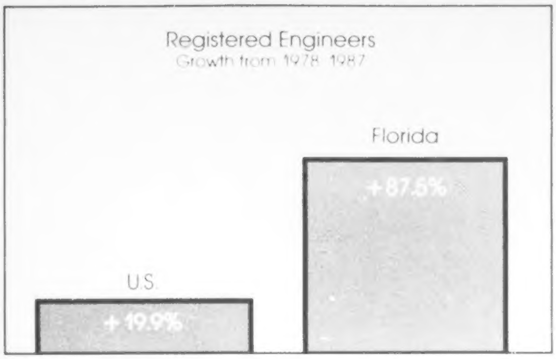

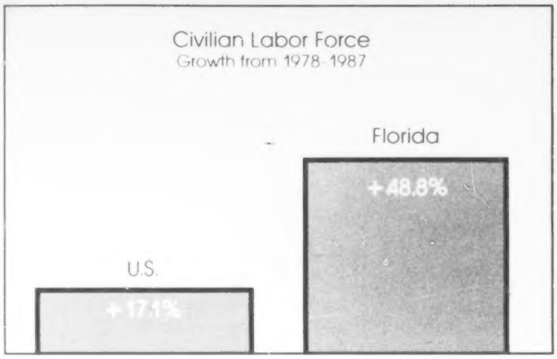

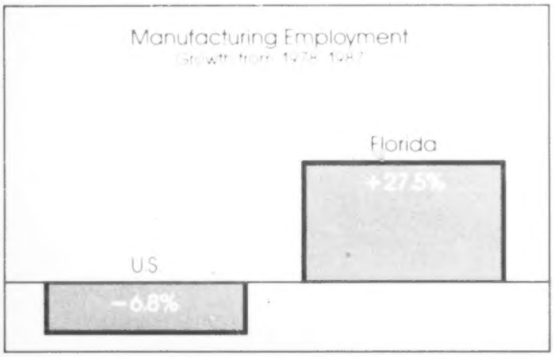

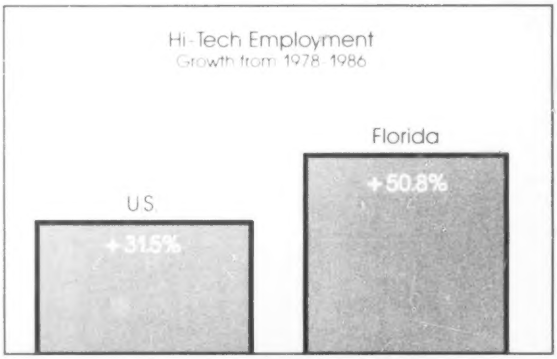

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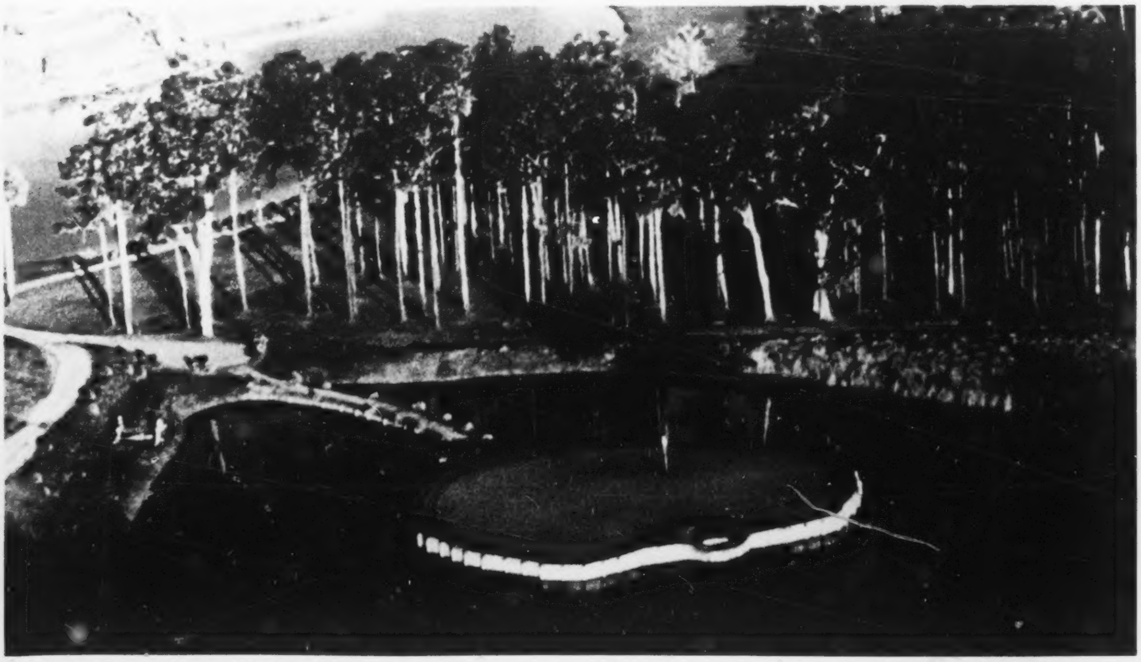

Expansion of your business to Florida can be a smart decision all around. For complete information, contact the Florida Department of Commerce, Division of Economic Development, 501 Collins Building, Suite PLD, Tallahassee, Florida 32399-2000. (904) 488-5507

FLORIDA
People like to work where
they like to live

Circle 33 on Brochure Service Card

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA	537.9	40.8	8.53
Fort Lauderdale-Hollywood-Pompano Beach	46.7	41.6	8.54
Jacksonville	40.2	41.2	9.18
Miami-Hialeah	96.0	39.5	7.32
Orlando	54.8	39.7	9.20
Pensacola	11.5	42.0	10.61
Tampa-St. Petersburg-Clearwater	94.6	40.3	8.35
West Palm Beach-Boca Raton-Delray Beach	35.9	40.3	9.06

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
FLORIDA	6,119.4	309.7	5.1
Daytona Beach	152.0	6.6	4.3
Fort Lauderdale-Hollywood-Pompano Beach	644.7	25.4	3.9
Fort Myers-Cape Coral	142.6	5.8	4.1
Jacksonville	478.4	25.0	5.4
Melbourne-Titusville-Palm Bay	185.5	8.1	4.4
Miami-Hialeah	929.6	49.1	5.3
Orlando	587.4	27.0	4.6
Pensacola	155.3	10.2	6.6
Sarasota	122.4	4.3	3.5
Tallahassee	128.7	4.5	3.5
Tampa-St. Petersburg-Clearwater	984.8	43.8	4.5
West Palm Beach-Boca Raton-Delray Beach	415.0	22.3	5.4

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	340.8	NA	NA
MANUFACTURING	529.9	40.8	8.16
DURABLE GOODS	319.6	41.4	8.17
Lumber & wood prods.-SIC 24	26.7	40.2	7.04
Furniture & fixtures-SIC 25	14.3	39.1	6.48
Stone, clay & glass prods.-SIC 32	26.2	44.4	8.85
Primary metal industries-SIC 33	5.4	43.3	9.28
Fabricated metal products-SIC 34	37.8	41.0	7.53
Machinery, except electrical-SIC 35	43.3	42.5	8.91
Electrical & electronic equip.-SIC 36	76.2	41.5	8.17
Transportation equipment-SIC 37	65.0	40.9	9.54
Instruments & related prods.-SIC 38	15.7	42.1	7.47
Misc. mfg. inds.-SIC 39	9.0	38.6	6.49

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boca Raton 3, 4 (Ft. Lauderdale)
Boynton Beach 3, 4 (West Palm Beach)
Bradenton 3 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 3 (St. Petersburg)
Coral Gables 3 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 4, 20, 31, 32, 34, 36, 59, 69
Deerfield Beach 3, 4 (Ft. Lauderdale)
Delray Beach 3, 4 (W. Palm Beach)
Dunedin 3 (St. Petersburg)
Fort Lauderdale 3, 4, 8, 16, 20, 26, 30-32, 34, 36, 55, 56, 59, 60, 67, 68, 70, 74
Fort Myers 3, 20, 21, 26, 31, 32, 36, 37, 55, 56, 59, 67, 68, 70
Fort Pierce 4, 34, 74
Gainesville 3, 34, 36, 59, 60
Hallandale 3, 4 (Ft. Lauderdale)
Hialeah 3, 4 (Miami)
Hollywood 3, 4 (Fort Lauderdale)
Jacksonville 3-7, 20, 31, 32, 34, 36, 55, 59, 60, 67, 68, 70
Lakeland 3 (Tampa)
Lake Worth 3, 4 (W. Palm Beach)
Largo 3 (St. Petersburg)

	Daytona Beach 8/86	Jacksonville 12/85	Miami Hialeah 10/88	Gainesville 2/88	Orlando 9/88	Tampa St. Petersburg Clearwater 8/88
Office, professional, & technical						
Payroll clerks $	7.14	7.04	8.41	NA	7.21	7.45
Accounting clerks	6.72	7.14	8.39	7.23	7.53	6.91
File clerks	NA	4.78	5.41	NA	6.01	5.16
Typists	NA	5.57	6.51	NA	NA	6.16
Key entry operators	5.73	6.88	7.23	NA	6.91	6.30
Secretaries	8.71	8.51	10.15	8.79	9.29	9.09
Stenographers	NA	10.52	NA	NA	NA	NA
Switchbd opr-receptionists	5.67	5.68	7.74	5.75	6.35	5.99
Word processors	7.16	7.36	9.36	7.21	7.98	7.54
Drafters	10.50	9.29	10.88	10.53	10.15	10.81
Electronics technicians	10.71	9.18	15.76	NA	12.44	12.19
Computer operators	7.89	8.47	10.56	8.48	8.90	8.89
Computer programmers	NA	12.44	17.08	NA	15.31	14.84
Computer systems analysts	NA	15.92	21.44	14.19	18.54	19.04
Maintenance & powerplant						
Carpenters	NA	NA	10.68	NA	12.01	NA
Electricians	11.68	13.55	11.59	NA	12.20	13.08
Engineers, stationary	NA	13.52	NA	NA	NA	11.77
Machinists	NA	14.00	NA	NA	11.43	13.14
Mechanics (machinery)	12.37	11.84	12.66	NA	10.95	12.30
Tool & die makers	NA	NA	12.60	NA	11.34	12.67
Custodial & material movement						
Guards	3.95	4.15	5.24	NA	5.72	4.29
Janitors, porters & cleaners	4.66	3.88	4.50	4.60	5.17	4.18
Laborers, material handling	NA	7.90	6.58	NA	7.66	NA
Shippers & receivers	8.37	7.11	7.94	NA	7.76	7.66
Truckdrivers	8.67	8.52	10.65	11.91	9.97	7.52
Forklift operators	5.66	9.82	NA	NA	8.60	6.87

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Prenmar, Inc. P.O. Drawer 1624 Fernandina Beach, FL 32034 (904) 261-8247

Circle 34 on Brochure Service Card

FLORIDA

Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 4, 20, 31, 32, 34, 36, 60, 69
Merritt Island (Melbourne)
Miami 3, 4, 6, 8-15, 17, 19, 20, 22-32, 34-37, 39-45, 48-56, 58, 59, 62-68, 70, 73
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 4 (Miami)
No. Miami Beach 4 (Miami)
Ocala 3 (Gainesville)
Orlando 3, 18, 20, 25-27, 31, 32, 34, 36, 39, 46, 47, 55, 56, 58-60, 67, 68, 70
Panama City 1, 33, 38, 56
Pembroke Pines (Ft. Lauderdale)
Pensacola 2, 3, 31, 32, 36, 38, 57, 59-61
Pinellas Park 3 (St. Petersburg)
Plantation Park (Ft. Lauderdale)
Pompano Beach 3, 4 (Ft. Lauderdale)
Riviera Beach 3, 4 (W. Palm Beach)
St. Petersburg 3, 20
Sarasota 3, 16, 20, 26, 31, 32, 36, 37, 55, 56, 67-69
Tallahassee 3, 32-34, 36-38, 59, 60
Tamarac (Ft. Lauderdale)
Tampa 3, 12, 14, 20, 25-27, 29, 31, 32, 34, 36, 37, 54-56, 58-60, 67, 68, 70
Titusville 4 (Orlando)
West Palm Beach 3, 4, 8, 20, 26, 31, 32, 34, 36, 37, 55, 56, 59, 60, 67-70

Railroads

1. Atlanta & St. Andrews Bay Railway
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Florida East Coast Railway Co.
5. Illinois Central
6. Norfolk Southern Corp.
7. Southern Railway System

Airlines

8. Aero Coach Aviation Intl., Inc.
9. Aerolineas Argentinas
10. AeroMexico
11. Aeroperu
12. Air Canada
13. Air France
14. Air Jamaca Limited
15. Air South Inc.
16. Air Sunshine Inc.
17. Airways Int'l., Inc.
18. Allegheny Commuter
19. ALM-Antillean
20. American
21. American Trans Air
22. Avensa
23. Avianca
24. Aviateca
25. Bahamasair
26. Braniff
27. British Airways
28. BWIA Int'l
29. Cayman Airways, Ltd.
30. Chalks International
31. Continental
32. Delta
33. Delta Connection-Atlantic Southeast
34. Delta Connection-Comair
35. Dominicana
36. Eastern
37. Eastern Express-Bar Harbor
38. Eastern Express-Metro
39. Ecuatoriana
40. El Al
41. Faucett
42. Guyana Airways
43. Haiti Trans Air S.A.
44. Hispaniola Airway C. Por A.
45. Iberia
46. Icelandair
47. KLM
48. Lasca
49. Ladeco-Linea Aerea Del Cobre
50. Lan Chile S.A.
51. LAP
52. Lloyd Aereo Boliviano
53. Lufthansa
54. Mexicana
55. Midway Airlines, Inc.
56. Northwest
57. Northwest Airlink-Express Airlines, Inc.
58. Pan American World Airways, Inc.
59. Piedmont
60. Piedmont Regional-Henson
61. Royale Airlines
62. Royal Jordanian
63. Saeta-Sociedad Ecuat. De Trans. Aereos Ltda.
64. Surinam Airways
65. Taca S.A.
66. Tan
67. TWA
68. United
69. United Express-Presidential Airways
70. USAir
71. Varig
72. Viasa
73. Virgin Atlantic Airways
74. Walkers International

UTILITIES:

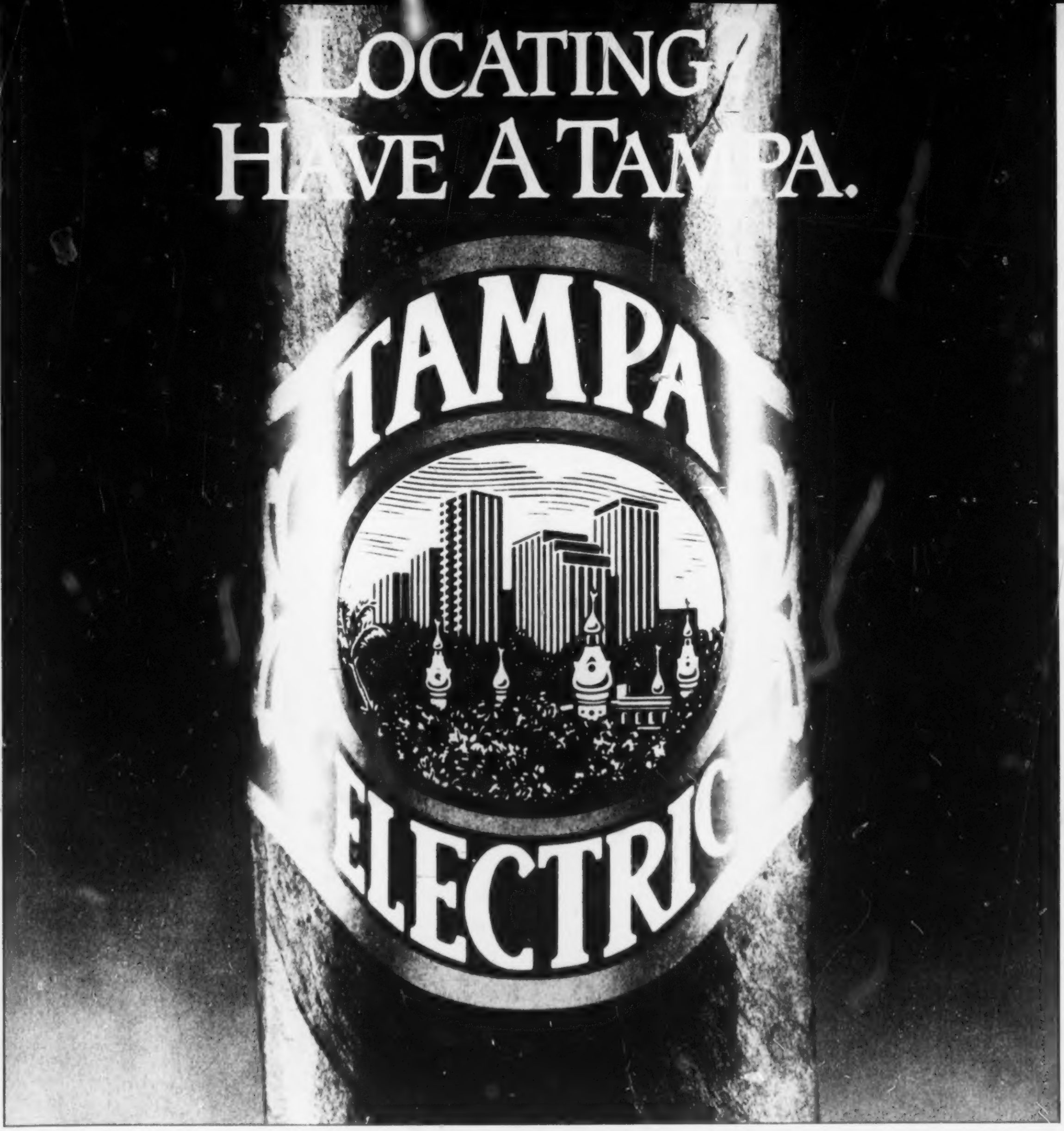
Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boca Raton — 4e
Boynton Beach — 4e
Bradenton — 4e
Clearwater — 5e, 2g
Coral Gables — 4e, 1g
Coral Springs — 4e
Daytona Beach — 4e, 3g, 19g
Deerfield Beach — 4e
Delray Beach — 4e
Dunedin — 5e, 2g
Fort Lauderdale — 4e, 19g
Fort Myers — 4e
Fort Pierce — 7eg
Gainesville — 9e, 8g
Hallandale — 4e, 1g, 19g
Hialeah — 4e, 1g
Hollywood — 4e, 19g
Jacksonville — 12e, 3g, 19g
Lakeland — 14e, 3g, 19g
Lake Worth — 15e
Largo — 5e, 2g
Lauderdale Lakes — 4e
Lauderhill — 4e
Margate — 4e, 19g
Melbourne — 4e, 1g
Merritt Island — 4e, 1g
Miami — 4e, 1g, 19g
Miami Beach — 4e, 19g
Miramar — 4e, 1g
North Miami — 4e, 1g, 19g
North Miami Beach — 4e, 1g, 19g
Ocala — 16e, 10g, 23g
Orlando — 17e, 3g
Panama City — 11e, 10g, 23g
Pembroke Pines — 4e, 19g
Pensacola — 11e, 18g
Pinellas Park — 5e
Plantation — 4e, 19g
Pompano Beach — 4e, 19g
Riviera Beach — 4e
St. Petersburg — 5e, 3g
Sarasota — 4e, 20g
Sunrise — 4e
Tallahassee — 21eg
Tamarac — 4e
Tampa — 22e, 19g
Titusville — 4e, 1g
West Palm Beach — 4e, 6g

1. City Gas Co. of Florida
   955 E. 25th St., Hialeah 33013-3498
2. Clearwater Gas System
   P.O. Box 4749, Clearwater 33518-4749
3. Florida Gas Transmission Co.
   1200 Travis St., P.O. Box 1188, Houston, TX 77001
4. Florida Power & Light Co.
   9250 W. Flagler St., Miami 33174
5. Florida Power Corp.
   3201 34th St. S., Box 14042
   St. Petersburg 33733
6. Florida Public Utilities Co.
   401 S. Dixie Hwy., Drawer C,
   W. Palm Beach 33402
7. Fort Pierce Util. Auth., Elec. Dept.
   206 S. 6th St., Box 3191
   Fort Pierce 34943;
   Fort Pierce Util. Auth., Gas Dept.
   101 Avenue C, Box 3191, Fort Pierce 33448
8. Gainesville Gas Co.
   530 W. University Ave., Gainesville 32601
9. Gainesville Regional Utilities
   P.O. Box 490, Station 16, Gainesville 32602
10. Gulf Natural Gas Corp.
    301 Maple Ave., Panama City 32401
11. Gulf Power Co.
    500 Bayfront Pkwy., Box 1151
    Pensacola 32520-1151
12. Jacksonville Electric Authority
    233 W. Duval, Box 53015
    Jacksonville 32202
13. Key West Utility Bd.
    1001 James St., P.O. Box 6100
    Key West 33040
14. Lakeland Dept. of Elec. & Water Utilities
    1000 E. Parker St., Lakeland 33801
15. Lake Worth Utilities
    114 College St., Lake Worth 33460
16. Ocala Electric Utility
    P.O. Box 1270, Ocala 32678
17. Orlando Utilities Comm.
    500 S. Orange Ave., Box 3193
    Orlando 32802
18. Pensacola, Energy Services of
    1625 Atwood Dr., Pensacola 32504
19. Peoples Gas System, Inc.
    215 E. Madison St., Tampa 33602
20. Southern Gas Co.
    1565 State St., Sarasota 33578
21. Tallahassee Electric Dept.
    300 S. Adams St., Tallahassee 32301;
    Tallahassee Munic. Gas System,
    2602 Jackson Bluff Rd., Tallahassee 32304
22. Tampa Electric Co.
    702 N. Franklin St., P.O. Box 111
    Tampa 33601
23. West Florida Natural Gas Co.
    301 Maple Ave., Panama City 32401

LOCATING? HAVE A TAMPA.



When you have Tampa as your business location, you have access to a large, skilled labor force. You have an airport rated the country's best. An important consideration if your top people appreciate ease of travel.

When you have Tampa, you have an excellent educational system. Today's executive demands it for his family. You have a commitment to the arts that includes one of the finest performing arts facilities in the country.

When you have Tampa, you have an international playground blessed with beautiful weather year 'round. And you have an accounting department that will be thrilled with our tax structure, our low cost of living and consistently low energy costs.

And in Tampa, you now have an impartial, comprehensive and totally confidential source of information for your company. Tampa Electric. Mail the coupon or call R. Clayton Dickinson, Jr., Vice President-Economic Development (813-228-4312). We'll tell you the whole story, and we won't be blowing smoke.

I'd like to Have A Tampa information kit.

Please circle: A Actively looking for site
B Conducting preliminary search
C Interested for future use

Name ______ Title ______

Company ______

Address ______ City ______

State ______ Zip ______ Phone ______

Mail to: R. Clayton Dickinson, Jr.
Economic Development Dept., Tampa
Electric Company, P.O. Box 111, Tampa
Florida 33601

TAMPA ELECTRIC
A TECO ENERGY COMPANY

PL

Circle 35 on Brochure Service Card

FLORIDA

Rural utilities contacts:

Florida Rural Elec. Co-op Assn.
John E. Horne, Gen. Mgr.
P.O. Box 590, Tallahassee 32302
904/877-6166

Seminole Elec. Co-op, Inc.
Timothy Woodbury, Rates & Corp. Plng. Dir.
P.O. Box 272000, Tampa 33688
813/962-2494

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	455	27,500
Portland	3,400	157,400
Clays	6,900	45,392
Gem stones	NA	30
Peat	284	5,106
Sand & gravel:		
Construction	28,200	77,600
Industrial	1,420	14,600
Stone (crushed)	72,900	313,300
Combined value of lime, phosphate rock, rare-earth metal concentrates, staurolite, titanium concentrates (ilmenite and rutile), and zircon concentrates,		704,181
Total 1987 (preliminary)		1,345,099

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Daytona Beach	58	81	900	2878
Fort Lauderdale	66	82	254	3933
Fort Myers	63	83	441	3699
Fort Pierce	63	81	500	3352
Gainesville	56	81	1069	2856
Hialeah	66	82	284	3815
Jacksonville	53	81	1402	2520
Key West	69	85	114	4756
Lakeland	61	82	618	3461
Melbourne	62	81	607	3225
Miami Beach	68	83	133	4150
Miami	67	82	199	4095
Orlando	61	82	656	3401
Pensacola	52	82	1571	2680
Pompano Beach	67	82	243	3957
St. Petersburg	62	83	545	3686
Tallahassee	52	81	1652	2492
Tampa	60	82	739	3324
Titusville	60	82	712	3184
West Palm Beach	65	82	262	3769

DEVELOPMENT COUNSELORS:

State Development Agency

Mayberry, Steve, Dir.
Florida Dept. of Commerce
Divison Econ. Dev.
Collins Building, Tallahassee, 32399-2000
904/488-6300

Chipley
Ellis, O. L., Jr., Exec. Dir.
Washington Cty. Chamber of Comm.
P.O. Box 457, 32428
904/638-4157 or 4673

Cocoa
McCauley, John, Exec. Dir.
Brevard Econ. Dev. Council
1519 Clearlake Road, 32922
305/632-1740, ext. 4790

Coral Springs
David, Robert G., Dir.
City of Coral Springs
9551 W. Sample Rd., 33065
305/344-1075

Daytona Beach
Richmond, David, Exec. Dir.
Volusia Cty. Bus. Dev. Corp.
101 Corsair Dr., Ste. 103, 32014
904/255-8888

Fort Lauderdale
Garver, James A., Pres.
Broward Econ. Dev. Bd.
1 E. Broward Blvd., Ste. 1604, 33301
305/524-3113

Ft. Myers
Potter, Andre W., Exec. Dir.
Lee County Ind. Dev. Auth.
P.O. Drawer 910, 33902
813/335-2346

Ft. Walton Beach
Olson, Donna, Dir.
Committee of 100
Okaloosa County, Inc.
81 Beal Pkwy., S.E. 32548
904/243-5812

Gainesville
Olin, James, Dir.
Area Chamber of Comm.
P.O. Box 1187, 32602
904/372-4305

Jacksonville
Nash, Lamar, V. P.
Bellemead Dev. of Florida, Inc.
6622 Southpoint Dr. S., 32216
904/737-1088

Kissimmee
McCarty, William L., Mgr.
Osceola Cty. Comm. of 100
320 E. Monument Ave., 32741
305/847-3174

Lakeland
Thrasher, Richard
Committee of 100
Lakeland Chamber of Comm.
P.O. Box 3538, 33802
813/688-8551

Largo
Castoro, William M., Exec. Dir.
Pinellas Cty. Ind. Council
2300 Tall Pines Dr., Ste. 113
P.O. Box 1491, 34649
813/539-0200

Miami
Haley, John H., Jr., Exec. Dir.
Dade Cty. Ind. Dev. Auth.
Airport Exec. Tower #2
7270 N.W. 12th St., Ste. 160, 33126
305/591-9881
Adams, Don, Mngr. Ind. Mktg.
Florida Power & Light
P.O. Box 029100, 33102
305/227-4307

Orange Park
DeLand, Paul, Exec. Dir.
Clay Cty. Econ. Dev. Council
1718 Kingsley Dr., 32073
904/264-7373

Orlando
Lamsems, David
Orlando Central Park
7101 Lake Ellenor Dr., 32809
305/855-7972
Harris, Roy L., Jr., Pres.
Ind. Div. Cmsn. of Mid-Fla., Inc.
P.O. Box 2144, 32802
305/422-7159
Napolitano, Carl, CCIM
Southeastern Investment Properties
933 Lee Rd., Ste. 400, 32810
407/629-6660

Palm Coast
Nye, Avery, Dir., Ind. Dev.
ITT/CDC - Palm Coast
1 Corporate Dr., 32051
904/445-2672

Pensacola
McLemore, Harry K., C.I.D., Exec. Dir.
Pensacola-Escambia Dev. Cmsn.
803 N. Palifox St., 32501
904/433-3065
Moseley Mickey, XP
Pensacola Area Chamber of Comm.
P.O. Box 550, 32593
904/438-4081

Sebring
Neale, Betty, Exec. Dir.
Highland Cty. Office of Econ. Dev.
P.O. Box 1678, 33871
813/385-1025

St. Petersburg
Schons, Edward L., Econ. Dev. Mgr.
Florida Power Corp.
P.O. Box 14042, 33733
813/866-5211

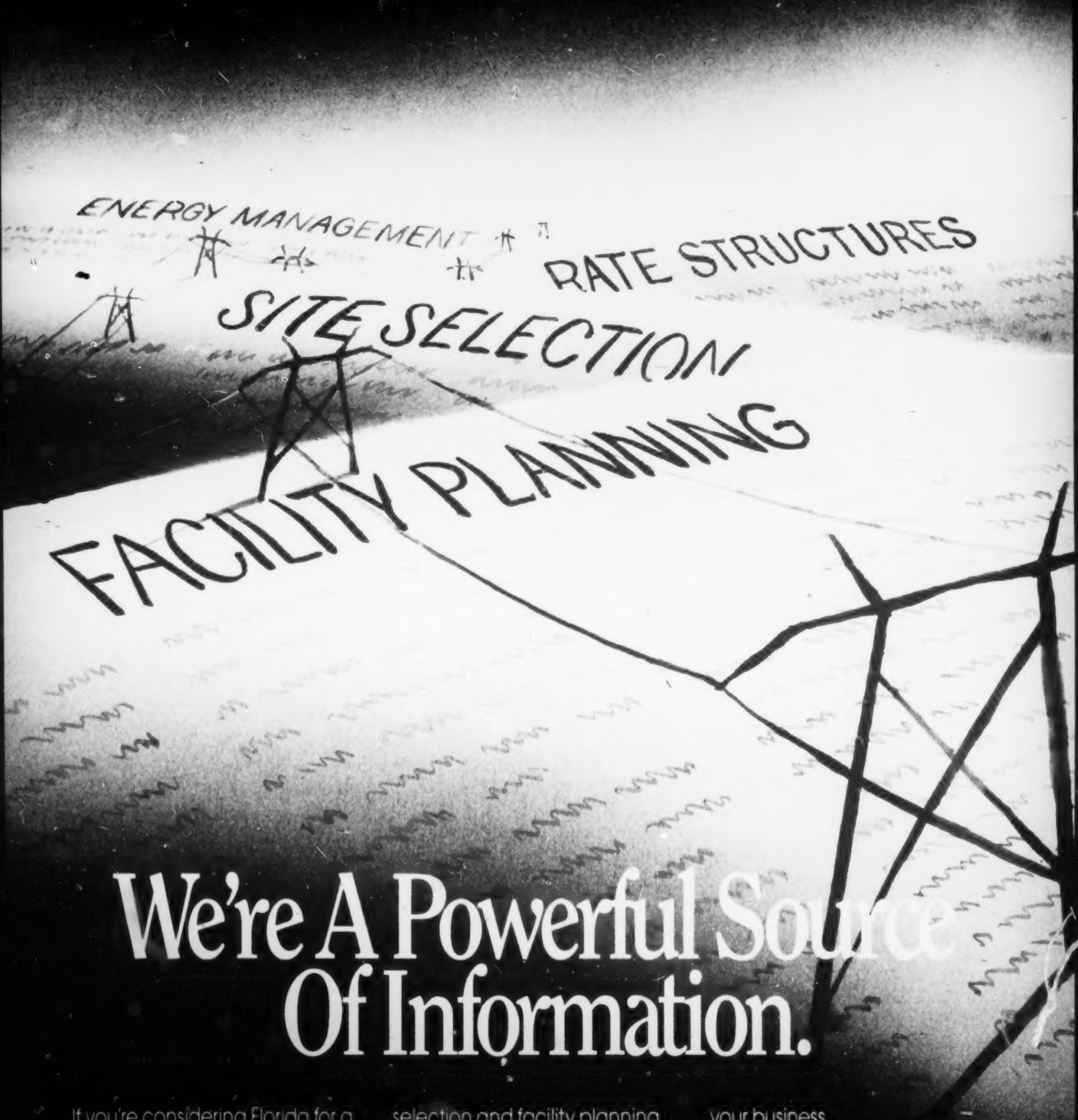
Tallahassee
Bone, Robert, President
Tallahassee Area Chamber of Commerce
P.O. Box 1639, 32302
904/224-8116

Tampa
Daigle, D. James, Exec. Dir.
Tampa Committee of 100
801 E. Kennedy Blvd., 33602
813/228-7777
Dickinson, R. Clayton, Jr.
Economic Dev. Dept.
Tampa Electric Co.
P.O. Box 111, 33601
813/228-4312

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name



We're A Powerful Source Of Information.

If you're considering Florida for a business location or expansion, don't wait until you're ready to have the power turned on to call us. We have a staff of Energy Management Consultants who make it their business to help you get the most from your business.

Florida Power & Light Energy Management Consultants can be helpful in assisting with site selection and facility planning. They have ample experience helping companies like IBM and Rockwell International set up efficient energy systems. They can make sure your lighting system is designed for maximum efficiency, see that you take advantage of the right rate and make sure you know about new energy technologies that could benefit your business.

Call us collect at (305) 227-4307 or write to: Don Adams, Manager, Industrial Marketing, Florida Power & Light, P.O. Box 029100, Miami, FL 33102 and ask about our relocation assistance.

FPL

Circle 36 on Brochure Service Card

GEORGIA

STATE INFORMATION:

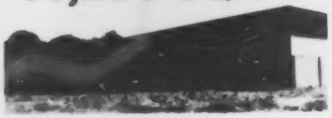
Assistance to industry:

- Building location
- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training
- 90-day, one-stop fed. & state environ. permitting

Tax rates:

Corporate income tax	6%
Personal income tax	1%-6%
Sales tax	3%-5%
Incorporation tax	based on net worth (min. $10, max. $5,000)
Franchise tax	function of apportioned net worth; maximum tax is $5,000
Inventory tax	varies by county
Gasoline tax	7½¢ per gal.

SAVANNAH, GEORGIA 77,280 SQ. FT.



Near Interstates 16 and 95, Savannah International Airport and the Port of Savannah.

This industrial shell building is in the Savannah Port Authority Industrial Park, 10 miles northwest of downtown Savannah in Chatham County.

77,280 sq. ft. expandable to 150,000 sq. ft. on 8 acres. Masonry and metal construction 23 ft. ceiling height. For sale or lease.

For more information contact:
Kevin Shea, Savannah Economic Development Authority
P.O. Box 128, Savannah, Georgia 31402-0128 or call 1-800-722-8044
(In Georgia 1-800-262-8525).

Circle 37 on Brochure Service Card

Advanced education facilities:

Four-year colleges & universities	38
Two-year or junior colleges	23
Vocational & technical schools	33

Medical facilities:

Hospitals	195

Labor analysis:

Civilian labor force	3,212,946
High-school grads	59,082 per year

For additional labor market information, contact Georgia Dept. of Labor, Labor Information Systems, 254 Washington St., S.W., Atlanta, GA 30334, 404/656-3178

Environment controls:

Air & water pollution: Environ. Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta, GA 30334, 404/656-4713

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	Thousands	
GEORGIA	5,464.3	6,295.2
Albany	73.9	84.9
Athens	42.5	44.4
Atlanta	425.0	451.2
Augusta	47.5	47.4
Columbus	169.4	182.6
East Point	37.5	NA
Macon	116.9	120.6
Marietta	30.8	45.6
Rome	29.7	NA
Savannah	141.6	150.1
Valdosta	37.6	NA
Warner Robins	39.9	50.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Albany	112.7	118.7
Athens	130.0	146.7
Atlanta	2,138.0	2,662.8
Augusta, GA/SC	327.4	399.5
Chattanooga, TN/GA	426.5	434.3
Columbus, GA/AL	239.2	254.3
Macon-Warner-Robbins	264.0	287.7
Savannah	230.7	241.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA	563.4	41.8	8.62
Atlanta	179.3	41.5	10.09
Savannah	16.8	48.2	11.29

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
GEORGIA	3,190.2	181.6	5.7
Athens	74.6	3.2	4.2
Atlanta	1,520.4	82.8	5.4
Augusta	183.0	10.9	6.0
Columbus	101.4	6.5	6.4
Macon-Warner Robins	131.5	6.1	4.6
Savannah	113.8	6.8	6.0

*preliminary figures

Area Wage Survey

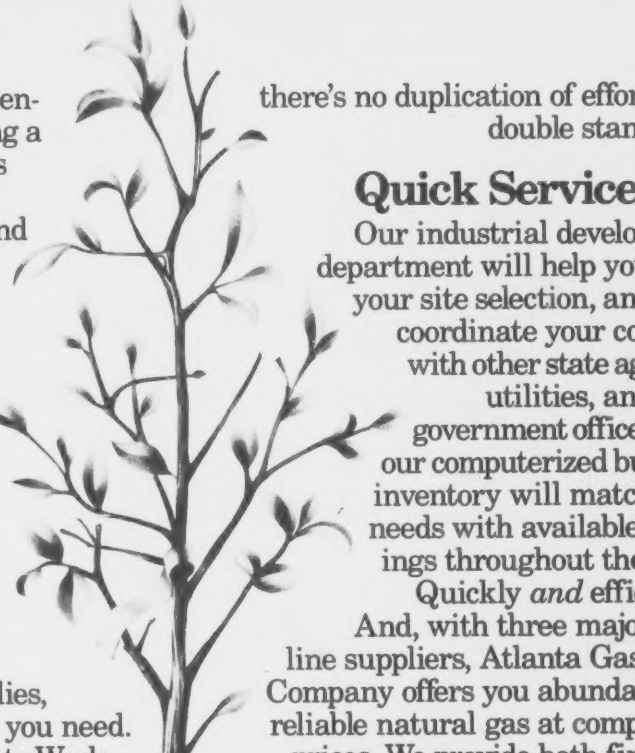
Average straight-time hourly earnings

	Atlanta 5/88
Office, professional, & technical	
Payroll clerks	$ 8.43
Accounting clerks	9.06
File clerks	6.16
Typists	7.00
Key entry operators	7.94
Secretaries	10.59
Switchbd opr-recept's	7.11
Word processors	9.79
Drafters	10.17
Electronics technicians	14.65
Computer operators	10.67
Computer programmers	15.87
Computer systems analysts	18.73
Maintenance & powerplant	
Carpenters	14.43
Electricians	15.79
Engineers, stationary	14.51
Machinists	13.95
Mechanics (machinery)	12.50
Tool & die makers	15.24
Custodial & material movement	
Guards	NA
Janitors, porters & cleaners	4.37
Laborers, mat'l handling	10.03
Shippers & receivers	10.03
Truckdrivers	12.75
Forklift operators	9.95

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	151.5	NA	NA
MANUFACTURING	569.4	41.7	8.51
DURABLE GOODS	222.0	42.2	9.56
Lumber & wood prods.-SIC 24	33.7	40.4	7.80
Furniture & fixtures-SIC 25	12.0	42.7	6.22
Stone, clay, & glass prods.-SIC 32	20.6	42.9	9.12
Primary metal industries-SIC 33	16.2	44.6	11.59
Fabricated metal products-SIC 34	20.8	41.7	8.23
Machinery, except electrical-SIC 35	26.2	42.7	8.94
Electrical & electronic equip.-SIC 36	29.5	43.3	8.25
Transportation equipment-SIC 37	50.6	42.2	13.37

Only Georgia Gives New Plants A Quick Start.



It's a fact. If you're opening a new plant or starting a new company, no one gets your business growing quicker than Georgia. And in Georgia, no one gives you more support or service than Atlanta Gas Light Company.

Quick Training.

Georgia's unique *Quick Start* industrial training program gives you and your new employees complete, individualized training. Free. We provide all the training materials, supplies, facilities and instructors you need. And your Georgia Right-to-Work-force learns fast. And works hard.

Quick Start-Up.

With Georgia's one-stop environmental permitting service, you save valuable start-up time. Our environmental requirements satisfies the federal government's, so there's no duplication of efforts. No double standards.

Quick Service.

Our industrial development department will help you with your site selection, and we'll coordinate your contacts with other state agencies, utilities, and local government offices. And our computerized building inventory will match your needs with available buildings throughout the state. Quickly *and* efficiently.

And, with three major pipeline suppliers, Atlanta Gas Light Company offers you abundant and reliable natural gas at competitive prices. We provide both firm and interruptible rates, as well as transportation for customer-owned gas.

So get your new plant off to a quick start. Call our Industrial Development professionals today, at (404) 584-3844. Or, write Parks Burton, Director of Industrial Development, P.O. Box 4569, Atlanta, Georgia 30302.

Atlanta Gas Light Company

Georgia Natural Gas Company – Savannah Gas Company

Circle 38 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 3, 11, 14
Athens 1, 3, 24
Atlanta 1-23, 25-28, 30, 31
Augusta 1, 3, 10, 11, 14, 23, 24
Columbus 1-3, 10, 11, 14
East Point 1, 3 (Atlanta)
Macon 1-3, 11, 14, 24
Marietta 1 (Atlanta)
Rome 3 (Atlanta)
Savannah 1, 3, 5, 10, 12, 14, 23, 28, 29
Valdosta 1-3, 11
Warner Robins 3 (Macon)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway Company

Airlines

4. Air Jamaica Limited
5. American
6. Braniff
7. British Airways
8. Cayman Airways, Ltd.
9. Continental
10. Delta
11. Delta Connection-Atlantic Southeast
12. Eastern
13. Eastern Express-Atlantis
14. Eastern Express-Metro
15. Japan Air Lines
16. KLM
17. Lufthansa
18. Metro Airlines
19. Midway Airlines, Inc.
20. Midwest Express
21. Northwest
22. Pan American World Airways, Inc.
23. Piedmont
24. Piedmont Regional-Henson
25. Sabena
26. Swissair
27. TWA
28. United
29. United Express-Presidential Airways
30. USAir
31. Wardair

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 1eg, 6e
Athens — 6e, 2g
Atlanta — 6e, 2g
Augusta — 6e, 2g
Columbus — 6e, 9g
East Point — 4e, 6e, 2g
Macon — 6e, 2g
Marietta — 6e, 7e, 2g, 3g
Rome — 6e, 2g
Savannah — 8e, 2g
Valdosta — 6e, 2g
Warner Robins — 5e, 10g

1. Albany Water, Gas & Light Cmsn.
   207 Pine Ave., Box 1788, Albany 31703
2. Atlanta Gas Light Co.
   235 Peachtree St., N.E., P.O. Box 4569, Atlanta 30302
3. Austell Natural Gas System
   2838 Washington St., Austell 30001
4. East Point Electric Utilities Dept.
   City Hall Annex, East Point 30344
5. Flint Electric Membership Corp.
   P.O. Box 308, Reynolds 31076
6. Georgia Power Co.
   333 Piedmont Ave., N.E., Atlanta 30308
7. Marietta Bd. of Lights & Water Wks.
   205 Lawrence St., Marietta 30060
8. Savannah Elec. and Power Co.
   600 Bay St. E., Savannah 31402
9. United Cities Gas Co.
   5300 Maryland Way, Brentwood, TN 37027
10. Warner Robins City Gas System
    700 Watson Blvd., Warner Robins 31093

Rural utilities contacts:

Georgia EMC
Heywood C. Gay, EVP
148 International Blvd., Ste. 845
Atlanta 30043
404/659-3430

Oglethorpe Power Corp.
David C. Morgan, Econ. Dev. VP
2100 E. Exchange Pl., Box 1349
Tucker 30085
404/496-7626

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	10,451	731,697
Gem stones	NA	20
Sand & gravel:		
Construction	12,000	34,700
Industrial	W	W
Stone:		
Crushed	58,100	298,700
Dimension	197	21,561
Talc and pyrophyllite	16	235
Combined value of barite, cement, feldspar, iron oxide pigments (crude), kyanite (1985-86), mica (scrap), peat, and values indicated by symbol W		88,936
Total 1987 (preliminary)		1,175,849

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albany	49	81	2062	2396
Athens	42	79	2965	1680
Atlanta	42	79	3021	1670
Augusta	45	81	2568	1935
Columbus	46	81	2356	2152
Macon	47	81	2279	2217
Rome	42	78	3122	1601

DEVELOPMENT COUNSELORS:

State Development Agency

Berry, George, Cmsr.
Cummings, Pepe, Mktg. Dir., Econ. Dev.
Georgia Dept. of Ind. & Trade
230 Peachtree St., N.W.
P.O. Box 1776, Atlanta, 30301
404/656-3556
404/656-7795

Areas & Others

Atlanta

Pinson, J. L., Dir.
Ind. Dev. Dept.
Norfolk Southern
125 Spring St., S.W., 30303
404/529-1591

Burton, Parks W.
Atlanta Gas Light Co.
P.O. Box 4569, 30302
404/572-0844

Cornell, W, Glen Sr., C.I.D., V.P.
Citizen & Southern Natl. Bank
35 Broad St.
P.O. Box 4899, 30302
404/581-3370

Hull, Daniel D., Mngr. Eco. Dev.
Municipal Elec. Auth. of Ga. (MEAG)
1470 Riveredge Pkwy., 30328
404/952-5445

Newland, James T., Reg. Mgr.
Armco Bldg. Sys.,
Bldg. Technologies Corp.
5550 Peachtree Pwy.

Martin, James L., Ind. Dev. Mgr.
Industrial Development Dept.
Georgia Power Company
P.O. Box 4545, 30302
404/526-2586

Cordele

Edenfield, L. M., Exec. Dir.
Cordele/Crisp County I.D.C.
P.O. Box 38, 31015-0038
912/273-9570

Darien

Frank, Betty M., Exec. Dir.
McIntosh Ind. Auth.
P.O. Box 896, 31305
912/437-6659

Decatur

Nolan, Nancy, Mgr. Econ. Dev.
DeKalb Chamber of Commerce
750 Commerce Dr., Ste. 201, 30030
404/378-8000

King, Lisa
Development Authority
Clayton Cty. Courthouse, 30236
404/477-3220

Douglas County

Jones, David
Development Authority of Douglas County
P.O. Box 395, 30133
404/942-5022

Macon

Gatlin, Charles R., C.I.D., Exec. Dir.
Forward Macon, Inc.
P.O. Box 207, 31202-0207
912/741-8017

Marietta

Sund, Roger K., Econ. Dev. Group Mgr.
Cobb Chamber of Comm.
P.O. Box COBB, 30065-2429
404/980-2000

Jennette, Susan, Mktg. Rep.
Marietta Board of Light & Water
P.O. Box 609, 30061
404/429-4262

Savannah

Knowlton, Richard D., Jr.
Pres. & C.E.O.
Savannah Port Authority
P.O. Box 128
42 E. Bay St., 31402

Ginn, David, Dir. Sales
Savannah Econ. Dev. Authority
P.O. Box 128, 31402-0128
800/673-7388

Spartanburg

Frazer, Jack, V.P., Econ. Dev.
Spartanburg Area C. of C.
P.O. Box 1636, 29304
803/585-8722

Tucker

Riley, Joe, Mktg. Mgr.
Economic Development Dept.
Oglethorpe Power Corp.
P.O. Box 1349, 30085-1349
404/496-7639

MARYLAND

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for industrial real estate, machinery, & equipment
- Small business surety bond financing
- Export financing for pre-export working capital and for shipments
- Mortgage guarantees for industrial real estate, machinery, & equip.
- Training assistance
- Foreign trade zones
- Enterprise zones

Tax rates:

Corporate income tax	7%
Personal income tax	2%-5%
Real property tax	$.21/$100
Sales tax	5% (no sales & use tax on mfg. machinery & equipment)
Incorporation tax	none
Franchise tax	none
Personal property tax	none
Inventory tax	none
Gasoline tax	$.185/gal.

Advanced education facilities:

Four-year colleges & universities	36 (+ 19 in D.C.)
Two-year or junior colleges	22
Vocational & business schools	230

Medical facilities:

Hospitals	55
Nursing & related care facilities	201

Labor analysis:

Civilian labor force	2,357,000 (1986)
Public high school graduates	57,440

For additional labor market information, contact Div. of Employ. & Training, 1100 N. Eutaw St., Baltimore, MD 21201, 301/383-5070

Environment controls:

Air pollution: George P. Ferreri, Dir., Air Mgt. Admin., Dept. of the Environ., 201 W. Preston St., Baltimore, MD 21201, 301/225-5235

Noise control: (same as Air Pollution)

Waste management: Ronald Nelson, Dir., Waste Mgt. Admin., Dept. of the Environ., 201 W. Preston St., Baltimore, MD 21201, 301/225-5647

Water pollution: Michael Kanowitz, Dept. of the Environ., 201 W. Preston St., Baltimore, MD 301/225-6300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MARYLAND	4,216.4	4,562.6
Annapolis	31.7	34.6
Baltimore	786.8	757.9
Bethesda	78.3	NA
Bowie	33.7	NA
Frederick	27.6	34.5
Gaithersburg	26.4	NA
Hagerstown	34.1	33.5
Rockville	43.8	49.0
DISTRICT OF COLUMBIA	637.7	623.3
Washington	637.7	623.3

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND	207.3	41.5	10.57
Baltimore MSA	131.2	42.3	11.15
DISTRICT OF COLUMBIA	16.2	NA	NA
Washington, D.C., MSA	86.8	42.6	10.53

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MARYLAND	2,458.8	102.9	4.2
Baltimore	1,176.8	54.1	4.6
DISTRICT OF COLUMBIA	339.7	16.5	4.9
Washington, D.C.	2,223.5	64.5	2.9

*preliminary figures

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Baltimore	2,200.0	2,333.6
Cumberland, MD/WV	107.8	103.8
Hagerstown	113.1	114.8
Washington, DC/MD/VA	3,251.0	3,624.9
*Wilmington, DE/NJ/MD	524.1	557.1

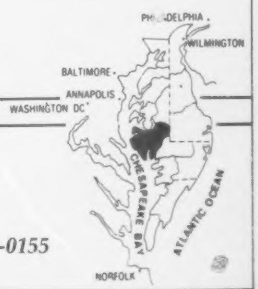
*Primary Metropolitan Statistical Area (PMSA)

Area Wage Survey

Average straight-time hourly earnings

	Baltimore 9/88	Washington, DC/MD/VA 3/88
Office, professional, & technical		
Payroll clerks $	9.09	9.25
Accounting clerks	8.09	8.50
File clerks	5.96	7.63
Typists	7.85	7.97
Key entry operators	7.49	7.18
Secretaries	10.96	10.74
Stenographers	11.25	NA
Switchbd opr-recept's	6.91	7.55
Word processors	8.96	9.21
Drafters	12.56	10.25
Electronics technicians	13.84	14.31
Computer operators	10.88	10.23
Computer programmers	13.49	14.59
Computer systems analysts	18.17	17.68
Maintenance & powerplant		
Carpenters	12.96	13.40
Electricians	14.62	15.36
Engineers, stationary	14.12	13.85
Machinists	13.20	16.85
Mechanics (machinery)	13.83	14.01
Tool & die makers	14.92	NA

Dorchester
ECONOMIC DEVELOPMENT



Enjoy overnight access to 33% of the U.S. buying income. *(301) 228-0155*

P.O. Box 26 • Cambridge, Maryland • 21613

Circle 39 on Brochure Service Card

TAKE THIS SIMPLE PSYCHOLOGICAL TEST TO SEE IF YOU QUALIFY TO DO BUSINESS IN MARYLAND.

ANSWERS: Fig. I. Slowly bring your nose toward the sailboat that's under the broken part of the bridge. As your nose touches the boat, the bridge will close and the white space vanish. Fig. II. Move match "i" to rest horizontally at top of "a" and "b". Move "k" to rest vertically between left ends of "c" and "h". Move "l" to rest vertically

Fig. I Using no bricks, mortar, pen or ink, how can you close the bridge? (Hint: The answer to this puzzle and to finding the ideal place for your business is right in front of your nose.)

Are you the kind of business person who sees the world's potential more than its problems? Does your creativity rival your intelligence? Are you as eager for future accomplishments as you are proud of the past?

Then you'll not only do well on this test. You'll do very well in Maryland.

Because this is a state that shares your state of mind. A state designed to make the far-reaching vision you have for your business become a reality.

In Maryland, you'll find a bureaucracy that actually speeds things up instead of standing in your way. A government that cuts out excess layers and cuts down on paperwork.

And an overall attitude, from Governor William Donald Schaefer on down, that says if the old ways don't work, find new ones. An attitude that's spawned a host of pro-business programs, such as Maryland's "M Team," to find new ways to finance fledgling businesses.

In geographic size, Maryland is only #42. Yet, it should be obvious we think much bigger. We've earned a #1 ranking from the Commission for Economic Development. According to *Inc.* magazine, we're #3 in the nation in entrepreneurial activity and economic expansion. And in Dun & Bradstreet's book, we're tops in the mid-Atlantic and #2 in the country in the rate of new business start-ups.

Fig. III Is the sun rising or setting? As in the business world, the question is often easier to ask than to answer. (Except when it's a question of where to locate your business. Then, the answer for thousands of companies is definitely Maryland.)

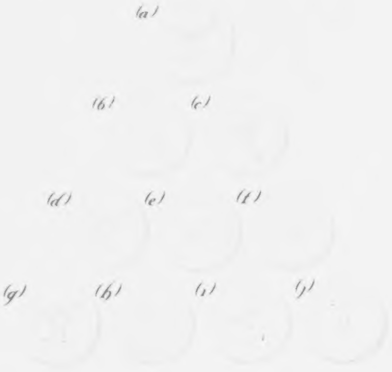
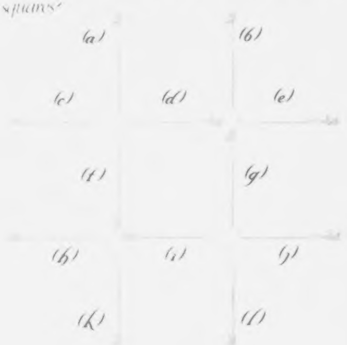


Fig. IV Now that you've had some practice in turning your thinking upside down, try this. What's the minimum number of coins you'd have to move to invert this pyramid?

Fig. II In Maryland, if you have the will, we'll help you find a way. So here's a test to determine just how determined you can be. Moving exactly three matches, how would you create three identical squares?



Whichever way you look at it, Maryland is proof-positive that there's no limit to how far you can go if you have the right attitude. And a big enough vision.

If that's how you see things, write Jim Peiffer, Department of Economic and Employment Development, 217 E. Redwood Street, Baltimore, MD 21202.

But knowing you, you'll probably want to call him at (301) 333-6970. It's faster.

Maryland

Go where your vision takes you.

Circle 40 on Brochure Service Card

between right ends of "e" and "j". Fig. III. In this ambiguous illustration, optimists will see the sun as rising, pessimists as setting. Those who are open to seeing both are best suited for Maryland. Fig. IV. Three, as follows: Move coin "a" to left of "h". Move "g" so that it is centered below "h" and "i". Move "j" to the right of "c".

Custodial & material movement		
Guards	5.43	6.63
Janitors, porters, & cleaners	4.50	5.07
Laborers, mat'l hdlg	9.12	6.40
Shippers & receivers	9.03	9.12
Truckdrivers	11.78	10.45
Forklift operators	9.23	9.82

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	150.2	NA	NA
MANUFACTURING	207.2	40.8	10.08
DURABLE GOODS	110.0	41.8	10.73
Lumber & wood prods.-SIC 24	3.8	38.8	7.66
Furniture & fixtures-SIC 25	2.9	39.5	8.00
Stone, clay, & glass prods.-SIC 32	7.0	45.1	10.20
Primary metal industries-SIC 33	12.3	40.4	13.53
Fabricated metal products-SIC 34	9.4	42.2	9.36
Machinery, except electrical-SIC 35	16.1	42.1	11.37
Electrical & electronic equip.-SIC 36	38.2	40.9	9.35
Transportation equipment-SIC 37	14.5	43.9	12.68
Instruments & related prods.-SIC 38	3.7	40.4	8.88
Misc. mfg. industries-SIC 39	2.1	39.9	7.96

District of Columbia

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	15.5	NA	NA
MANUFACTURING	16.1	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Annapolis (Baltimore)
Baltimore 1-3, 9, 11, 13, 15, 18, 20-23, 25, 27, 30, 33, 35-37, 39-41, 43
Bethesda (Wash., D.C.)
Bowie 2 (Baltimore)
Cumberland 3, 22
Frederick 3 (Hagerstown)
Gaithersburg 3 (Wash., D.C.)
Hagerstown 2, 3, 5, 11, 37
Rockville 3 (Wash., D.C.)
Washington, D.C. 2-4, 6-44

Railroads

1. Baltimore & Annapolis R.R. Co.
2. Conrail
3. CSX Transportation, Inc.
4. Norfolk Southern Corp.
5. Norfolk and Western Railway Co.
6. Southern Railway Company

Airlines

7. Aeroflot-Soviet Airlines
8. Air France
9. Air Jamaica Limited
10. Alaska Airlines
11. Allegheny Commuter
12. All Nippon Airways
13. American
14. American Eagle
15. America West
16. Braniff
17. British Airways
18. BWIA International
19. Catskill Airways
20. Continental
21. Continental Express-Bar Harbour Airlines
22. Cumberland Airlines
23. Delta
24. Delta Connection-Business Express
25. Eastern
26. Eastern Express-Southern New Jersey
27. Enterprise Airlines, Inc.
28. Lan Chile S.A.
29. Lufthansa
30. Mexicana
31. Midway Airlines, Inc.
32. Midwest Express
33. Northwest
34. Pan American World Airways, Inc.
35. Pan Am Express
36. Piedmont
37. Piedmont Regional-Henson
38. Saudi Arabian Airlines
39. TWA
40. United
41. United Express-Air Wisconsin
42. United Express-Presidential Airways
43. USAir
44. Wings Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 6e
Bowie — 1e
Cumberland — 5e, 2g
Frederick — 5e, 3g
Gaithersburg — 6e
Hagerstown — 4e, 5e, 2g
Rockville — 6e
Washington, D.C. — 6e, 7g

1. Baltimore Gas & Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Columbia Gas Co. of Maryland, Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frederick Gas Co.
   924 East St., Frederick 21701
4. Hagerstown Mun. Elec. Light Plant
   600 S. Cannon Ave., Box 1498
   Hagerstown 21740
5. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
6. Potomac Elec. Power Co.
   1900 Pennsylvania Ave. N.W.
   Washington, D.C. 20068
7. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC 20080

Rural utilities contact:

Virginia, Maryland & Delaware Assn. of Elec. Co-ops
Sam Perry, Dir. of Mktg.
P.O. Box 15248
Richmond, VA 23227
804/264-2801

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	95	6,000
Portland	1,700	85,500
Clays (excl. ball clay)	380	1,845
Gem stones	NA	5
Lime	9	491
Peat	7	W
Sand & gravel (construction)	19,500	89,700
Stone:		
Crushed	25,800	110,000
Dimension	20	1,407
Combined value of clays (ball, 1986), sand and gravel (industrial), stone (dimension), and values indicated by symbol W		701
Total 1987 (preliminary)		295,649

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Baltimore	33	77	4706	1138
College Park	34	77	4455	1203
Washington	31	76	5004	970

DEVELOPMENT COUNSELORS:

State Development Agency

Lofton, Michael, Deputy Sect.
Md. Dept. of Eco. & Employment Dev.
217 E. Redwood St.
Baltimore, 21202
301/333-6903

Areas & Others

Annapolis
Belch, James G., CID, Dpty. Dir.
Dept. of Econ. & Community Dev.
Office of Bus. & Inc. Dev.
45 Calvert St., 21401-1907
301/974-3514

Baltimore
Berkowitz, Bernard L., Pres.
Baltimore Econ. Dev. Corp.
36 S. Charles St., Ste. 2400, 21201
301/837-9305
White, James M., Asst. V.P.
Industrial Development
CSX Transportation
100 N. Charles St., 17th Fl., 21201
301/237-3757
Feeser, Chester G., Dir.
Marketing & Energy Services
Baltimore Gas & Electric Co.
1508 Woodlawn Dr., 21207
301/298-1986

PARTNERSHIP

BUSINESS & BALTIMORE

Dennis F. Rasmussen, Baltimore County Executive

Business and Baltimore County go hand-in-hand.

Our economic development philosophy is straightforward: business has its needs, and our job is to create a climate that meets those needs. It is a philosophy of partnership, one that has made Baltimore County the state's premier environment for success.

When business looks to Baltimore County, it finds an ideally suited partner in an ideally positioned market.

It finds a long-term, well-planned, commitment to growth that has resulted in thriving town centers and a strategic transportation network.

It finds a work force highly motivated and educated, with the fourth highest percentage of college graduates in the country and some of the nation's leading research facilities.

It finds a lifestyle that includes amenities such as boating, ballet, symphonies, horse farms, and wineries.

Our more than 12,000 major businesses know the advantage of a strong government/private enterprise partnership. They understand why Baltimore County truly has become Maryland's environment for success.

Baltimore County: Environment for Success

Economic Development Commission
Ray Carignan, Director
County Courthouse Mezzanine • Towson, Maryland 21204
(301) 887-8000 or 1-800-950-6543 • Fax (301) 887-8017

Circle 41 on Brochure Service Card

Steuart, Chris
Riverside Business Park
c/o Bata Land Co., Inc.
P.O. Box 944, 21022
301/433-4420

Cambridge
Franz, William, Director
Dorchester Cty. Econ. Dev. Office
P.O. Box 26, 21613
301/228-0155

Easton
Walsh, J. O. K., Exec. Dir.
Chesapeake Country EDC
P.O. Box 517, 21601
301/822-7039

Elkton
Kline, Michael, Mgr.
Cecil County Plng. & Econ. Dev.
County Office Bldg., Rm. 300, 21921
301/398-0200

Ellicott City
Cosia, Ann Marie, CID, Bus. Rep.
Howard Cty. Government
Econ. Dev. Office
3430 Court House Dr., 21043
301/992-2027

Hagerstown
Burtner, Leroy R., Dir.
Washington Cty. Econ. Dev. Cmsn.
Court House Annex, 21740
301/791-3080

La Plata
Reinke, Donald G., C.I.D., Exec. Dir.
Charles County Econ. Dev. Cmsn.
P.O. Box V, 20646
301/645-0694

Landover
Murphy, Dennis C., C.I.D., CEO
Prince George's Cty. Econ. Dev. Corp.
9200 Basil Ct., Ste. 200, 20785
301/386-5600

Leonardtown
Wilkinson, Susan, Econ. Dev. Specialist
St. Mary's County
Box 653, 20650
301/475-4406

Rockville
Lingle, Dyan, Dir.
Off. of Econ. Dev.
Montgomery Cty. Gov't
Office of Eco. Dev.
101 Monroe St., Suite 1500, 20850
301/217-2345

Salisbury
Kiley, Robert L., C.I.D., Exec. Dir.
Salisbury Wicomico Econ. Dev. Inc.
P.O. Box 4700, 21801
800/521-7933

Towson
Carignan, Raymond, Exec. Dir.
Baltimore County EDC
Courthouse Mezzanine, 21204
301/887-8000

Westminister
Lewis, Kathleen Ann, C.I.D.
Carroll Cty. Government
Office of Econ. Dev.
225 N. Center St., 21157
301/876-2085

WASHINGTON, D.C.
Kamerman, Dan
NRECA Gov't Relations
National Rural Electric Coop. Assoc.
1800 Massachusetts Ave., N.W., 20036
202/857-9500
Hooks, Sally, Mktg. Svcs. Mgr.
Edison Electric Institute
1111 19th St., N.W., 20036-6561
202/778-6561

NORTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:

- Free job training to any industry creating 12 or more new jobs
- Land & equip. for pollution abatement exempt from local property tax
- Industrial Revenue Bond financing
- Tax credit of $2,800 per emp. for 4 yrs. for new/expanding industry in counties, eff. 1/1/88
- Ind. Dev. Fund provides funds to city & county governments (50 counties qualify) for renov. of bldgs.
- Credit to corps. investing in a N.C. Resources Capital Corp. or qualified invest. org., eff. 1/1/88
- FTZs designated in 4 locations, which provide monetary benefit to firms importing goods

Tax rates:

Corporate income tax	7%
Personal income tax	3%-7%
Retail sales tax	3% (2.0% local option)
Equipment & machinery tax	1% with $80.00 max item
Incorporation tax	$.80/$1,000
Franchise tax	$1.50/$1,000
Inventory tax	0
Gasoline tax (personal)	15.8¢/gal.

Advanced education facilities:

Four-year colleges & universities	47
Two-year or junior colleges	8
Vocational & business schools	81

Medical facilities:

Hospitals	165
Clinics	1,150

Labor analysis:

Civilian labor force	3,400,000
High-school graduates	70,000
College graduates	33,200

For additional labor market information, contact Technical Support Div., N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611, 919/733-4094

Environment controls:

Air & water pollution: Environ. Specialist, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NORTH CAROLINA	5,874.4	6,463.6
Asheville	53.3	60.6
Burlington	37.3	38.1
Chapel Hill	32.4	38.0
Charlotte	314.4	375.0
Durham	100.8	115.5
Fayetteville	59.5	74.6
Gastonia	47.3	55.7
Goldsboro	31.9	NA
Greensboro	155.6	190.1
Greenville	35.7	NA
Hickory	20.6	27.4
High Point	64.1	67.5
Jacksonville	17.0	28.9
Kannapolis	36.0	33.1
Kingston	25.2	NA
Raleigh	149.8	199.0
Rocky Mount	41.3	49.4
Wilmington	44.0	54.3
Wilson	34.4	NA
Winston-Salem	131.9	148.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Asheville	160.9	171.8
Burlington	99.1	102.8
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,088.1
Fayetteville	247.2	265.4
Greensboro-Winston-Salem-High Point	827.4	914.9
Hickory	202.6	222.1
Jacksonville	112.8	128.2
Raleigh-Durham	561.0	667.9
Wilmington	103.5	117.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA		
864.3	40.8	8.18
Asheville		
19.4	41.4	8.27
Charlotte-Gastonia-Rock Hill		
153.9	40.7	8.54
Greensboro-Winston-Salem-High Point		
150.4	40.2	8.92
Raleigh-Durham		
58.4	42.5	9.34

*preliminary figures for production workers

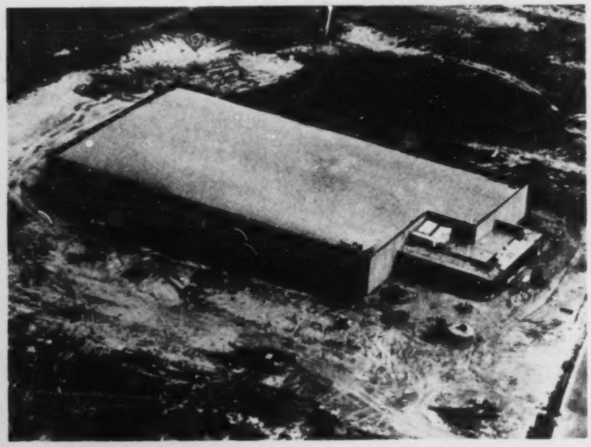
Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH CAROLINA		
3,329.2	103.2	3.1
Asheville		
87.6	2.1	2.4
Charlotte-Gastonia-Rock Hill		
646.5	19.4	3.0
Greensboro-Winston-Salem-High Point		
514.9	14.0	2.7
Raleigh-Durham		
399.8	9.2	2.3

*preliminary figures

Basic Buildings That Can Fit Some Very Specific Needs



The Perfect Ground Floor Opportunity

This 46,500 square foot basic building located in the Piedmont area of North Carolina allows you the opportunity to really get in on the ground floor and customize the interior any way you want it.

Located in an industrial park on five acres, with an additional five acres for expansion, this building is close to an interstate highway and a commercial airport.

North Carolina has the lowest construction costs in the nation, and workers who are ready and able to begin customizing to your specific needs right away.

If You're Ready To Move Up, We're Ready For You To Move In

Located on a 10-acre site, this 48,600 square foot basic building is close to the state capital and is ready for immediate occupancy.

For optimum flexibility, no services have been run to the building. This allows you to choose all the mechanical and power features that best fit your needs.

North Carolina's manufacturing workforce is the tenth largest in the nation and the largest in the Southeast with 850,000 members.

Awaiting Futher Instructions

With 40,000 square feet (expandable to 100,000 square feet) this basic building located in the Northern Piedmont section of North Carolina, adjacent to an interstate highway, stands ready to accommodate your specific business needs.

With city water and sewer, available natural gas heating, plus electrical, plumbing, sprinkler and floor construction systems to meet your requirements, this building could really let you start putting things together.

North Carolina's unique central east coast location affords companies same-day trucking access to markets from New York to Florida.

If you're looking for a basic shell, a fully equipped building, or the ideal plant site, contact Robert G. Brinkley, Assistant Director-Business/Industry Development Division, North Carolina Department of Commerce, 430 North Salisbury Street, Raleigh, NC 27611, phone (919)733-4151.

We think you'll find the sites in North Carolina really are worth seeing.

NORTH CAROLINA
The Better Business Climate

Circle 42 on Brochure Service Card

NORTH CAROLINA

Area Wage Survey

Average straight-time hourly earnings

	Greensboro-Winston Salem-High Point 8/86
Office, professional, & technical	
Payroll clerks	$ 7.16
Accounting clerks	7.25
File clerks	5.09
Typists	6.66
Key entry operators	6.71
Secretaries	9.24
Stenographers	NA
Switchbd opr-recept's	6.15
Word processors	NA
Drafters	11.46
Electronics technicians	14.17
Computer operators	9.24
Computer programmers	11.08
Computer systems analysts	16.09
Maintenance & powerplant	
Carpenters	10.76
Electricians	13.39
Engineers, stationary	15.57
Machinists	NA
Mechanics (machinery)	12.24
Tool & die makers	12.22
Custodial & material movement	
Guards	4.88
Janitors, porters & cleaners	5.10
Laborers, mat'l hdlg	7.34
Shippers & receivers	8.57
Truckdrivers	10.11
Forklift operators	9.42

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	159.1	NA	NA
MANUFACTURING	855.3	41.2	7.83
DURABLE GOODS	345.3	41.4	8.09
Lumber & wood prods.-SIC 24	37.6	41.0	6.87
Furniture & fixtures-SIC 25	90.1	39.8	7.18
Stone, clay, & glass prods.-SIC 32	20.3	42.5	8.64
Primary metal industries-SIC 33	11.5	43.1	9.19
Fabricated metal products-SIC 34	26.9	42.0	8.71
Machinery, except electrical-SIC 35	56.8	43.2	8.88
Electrical & electronic equip.-SIC 36	59.7	41.7	9.04
Transportation equipment-SIC 37	25.2	42.8	8.75
Instruments & misc. mfg.-SIC 38	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Asheville 2, 4, 7, 9, 11, 14, 16
Burlington 4 (Greensboro)
Chapel Hill (Raleigh)
Charlotte 1, 2, 4, 6, 8, 10, 11, 13, 14, 16-19
Durham 1, 3, 4 (Raleigh)
Fayetteville 1, 4, 6, 7, 9, 14
Gastonia 1, 4 (Charlotte)
Goldsboro 1, 4 (Kinston)
Greensboro 2, 4, 6-8, 10, 14, 16, 18-20
Greenville 1, 4, 5, 7, 16
High Point 4 (Greensboro)
Kinston 1, 4, 14, 16
Raleigh 1, 4-8, 10, 13, 14, 16-19
Rocky Mount 1, 16
Wilmington 1, 5, 7, 14, 16
Wilson 1, 4 (Rocky Mount)
Winston-Salem 3, 4, 15, 19

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Norfolk and Western Railway Co.
4. Southern Railway Company

Airlines

5. Air-Lift Associates, Inc.
6. American
7. American Eagle
8. Delta
9. Delta Connection-Atlantic Southeast
10. Eastern
11. Eastern Metro Express
12. Northwest
13. Pan American World Airways, Inc.
14. Piedmont
15. Piedmont Commuter-CC Air
16. Piedmont Regional-Henson
17. TWA
18. United
19. USAir
20. WRA, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Asheville — 1e, 10g
Burlington — 2e, 9g
Chapel Hill — 2e, 10g
Charlotte — 2e, 9g
Durham — 2e, 10g
Fayetteville — 3e, 8g
Gastonia — 4e, 10g
Goldsboro — 1e, 8g
Greensboro — 2e, 9g
Greenville — 5eg, 8g
High Point — 2e, 6e, 9g
Kinston — 7e, 8g
Raleigh — 1e, 10g
Rocky Mount — 11eg, 8g
Wilmington — 1e, 8g
Wilson — 12eg, 8g
Winston-Salem — 2e, 9g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh 27602
2. Duke Power Co.
   422 S. Church St., Box 33189,
   Charlotte 28242
3. Fayetteville Pub. Works Cmsn.
   508 Person St., Box 1089 Fayetteville
   28302
4. Gastonia Electric Dept.
   1300 N. Broad St., Box 1748,
   Gastonia 28053-1748
5. Greenville Utilities Cmsn.
   200 W. 5th St., Box 1847, Greenville
   27835

CROSS OVER TO GASTON COUNTY

The bridge that separates Gaston County from burgeoning Charlotte is the link to some of the country's finest industrial acreage. Fronting I-85 alone are over 4000 acres ripe for commercial/industrial developement. Gaston's commitment to your success is reflected in our strong policies encouraging public/ private partnership.

Cross the bridge this year. The cost is low and the return high.

Donnie Hicks
Gaston County
Economic Development Commission
P.O. Box 2168
Gastonia, N.C. 28053
704/867-4771

Circle 43 on Brochure Service Card

6. High Point Electric Utilities Dept.
211 S. Hamilton, Box 230
High Point 27261
7. Kinston Public Utilities
207 E. King St., Box 339, Kinston 28501
8. North Carolina Natural Gas Corp.
150 Rowan St., Fayetteville 28302-0909
9. Piedmont Natural Gas Co.
1915 Rexford Rd., Charlotte 28211
10. Public Service Co. of NC
400 Cox Rd., Gastonia 28054
11. Rocky Mount Pub. Utilities
Box 1180, Rocky Mount 27802
12. Wilson Utilities Dept.
1800 Herring Ave., Box 10
Wilson 27893

Rural utilities contact:

North Carolina Assn. of Elec. Co-ops
William Cohoon, Jr.
P.O. Box 27306, Raleigh 27611
919/873-0800

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2,780	12,824
Feldspar — short tons	528,987	16,694
Gem stones	NA	550
Mica (scrap)	92	4,524
Sand & gravel:		
Construction	10,000	34,000
Industrial	1,435	16,050
Stone:		
Crushed	41,800	229,200
Dimension	40	6,701
Talc & pyrophyllite	W	W
Combined values of lithium minerals, olivine, phosphate rock, and values indicated by symbol W		171,893
Total 1987 (preliminary)		492,436

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Asheville	37	73	4294	842
Chapel Hill	39	77	3724	1310
Charlotte	41	79	3342	1546
Durham	40	78	3612	1387
Fayetteville	41	79	3155	1657
Gastonia	42	79	3158	1589
Goldsboro	42	80	3102	1704
Greensboro	38	77	3874	1303
High Point	40	78	3422	1387
Raleigh	40	78	3531	1394
Wilmington	46	80	2469	1904
Wilson	41	79	3233	1615

DEVELOPMENT COUNSELORS:

State Development Agency

Brinkley, Robert G., Asst. Dir.
Bus. & Ind. Dev. Div.
N.C. Dept. of Commerce
430 N. Salisbury St.
Raleigh, 27611
919/733-4151

Areas & Others

Charlotte
Ewing, Maurice D., Econ. Dev. Rep.
Charlotte Chamber of Comm.
P.O. Box 32785, 28232
704/378-1307

Durham
Booth, Robert, Exec. Dir.
Gtr. Durham Cham. of Comm.
201 N. Roxboro St., 27701
919/682-2133

Fayetteville
Senn, L. H., III, Exec. Dir.
Fayetteville Area Econ. Dev.
519 Ramsey St.
P.O. Box 1865, 28302
919/483-3404
Rosenbaum, Carl, V.P., Ind. Sales
NC Natural Gas Corp.
150 Rowan St., 28302
919/483-0315

Gastonia
Hicks, Gary D. Jr., Exec. Dir.
Gaston Cty. Econ. Dev. Cmsn.
P.O. Box 2168, 28053
704/867-4771

Greensboro
Osborne, Thomas Z., Pres.
Greensboro Cham. of Comm,
330 South Green St., 27401
919/275-8675

Greenville
Chaffee, John D., Exec. Dir.
Pitt Cty Dev. Cmsn.
P.O. Box 837, 27835-0837
919/758-1989

Jackson
Harris, George
Northampton County Econ. Dev. Corp.
P.O. Box 97, 27845
919/534-5161

Kenansville
Brinson, Woody, Exec. Dir.
Duplin County Econ. Dev. Corp.
P.O. Box 428, 28349
919/296-0483

Raleigh
Brown, Jerry, V.P., Econ. Dev.
Gtr. Raleigh C. of C.
P.O. Box 2978, 27602
919/833-9400
Ward, Jr., Alvah H., Dir. Bus.
Ind. Dev. Dir.
N.C. Dept. of Comm.
430 N. Salisbury St., 27603
919/733-4151
Anderson, Don
Carolina Power & Light
P.O. Box 1551, 27602
919/836-6571
Burney, James L.
NC Electric Membership
3400 Sumner Blvd., 27604
919/872-0800
Salkowitz, Wayne Mgr., Ind. Gas
Public Service of NC, Inc.
Box 1349
919/883-6641

Roxboro
Newsome, Curtis Glenwood, Exec. Dir.
Person Cty. Econ. Dev.
P.O. Box 1581, Morgan St. 27573
919/599-0288

Salisbury
Whalen, Harry, Exec. Dir.
Rowan County
620 W. Innes St. 28144
704/637-5526

Taylorville
Deal, Glenn P., Exec. Dir.
Alexander County EDC
104 West Main Ave.
P.O. Box 578, 28681
704/632-8141

Wadesboro
Thompson, David W., Exec. V.P.
Anson Cty. C. of C. Ind. Cmsn.
P.O. Box 305, 28170
704/694-4181

Wilmington
Director
North Carolina Ports
P.O. Box 9002, 28402
919/763-1621

Winston-Salem
Weddle, Rick L., Pres.
Winston-Salem Bus. Inc.
Two Piedmont Plaza, Ste. 408
2000 W. First St., 27104
919/723-8955

Zebulon
Byrd, Doug, Pres.
Triangle East
P.O. Box 37, 27597
919/269-4155

SOUTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job creating
- Aid for job training
- Low interest loans
- Foreign trade zones

Tax rates:

Corporate income tax	5%
Personal income tax	3%-7%
Sales tax	5%
Incorporation tax	40 mills/M; min. $40, max. $1,000
Franchise tax	$1/$1000 valuation of proportion of paid-in surplus & capital
Inventory tax	phased out by 1987
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	33
Technical colleges	16
Commercial & business colleges	7
Vocational schools	25

Medical facilities:

Hospitals	72
Specialized hospitals	8
General infirmaries	10

SOUTH CAROLINA

Labor analysis:

Civilian labor force .... 1,697,400 (Oct. '88)

Public high school graduates....34,415

For additional labor market information, contact Employ. Security Commission, 1550 Gadsden St., P.O. Box 995, Columbia, SC 29202, 803/737-2660

Environment Controls:

Dept. of Health & Environ. Control,
2600 Bull St., Columbia, SC 29201
Air Pollution: 803/734-4750
Water Pollution: 803/734-5300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
SOUTH CAROLINA	3,119.2	3,458.4
Anderson	27.3	28.9
Charleston	69.5	68.2
Columbia	99.3	95.3
Florence	30.1	33.1
Greenville	58.2	59.2
North Charleston	65.6	64.7
Rock Hill	35.3	42.0
Spartanburg	44.0	45.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Anderson	133.2	145.6
Augusta, GA/SC	327.4	390.8
Charleston	430.3	498.9
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,088.1
Columbia	408.2	450.2
Florence	110.2	121.1
Greenville-Spartanburg	568.8	619.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA		
373.9	41.7	8.38
Charleston		
20.7	41.3	9.23
Columbia		
29.9	41.5	8.51
Greenville-Spartanburg		
101.7	41.7	8.29

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH CAROLINA		
1,667.2	72.4	4.3
Charleston		
230.8	9.2	4.0
Columbia		
237.5	7.7	3.2
Greenville-Spartanburg		
331.9	2.7	3.8

*preliminary figures

Industrial Mix (1987)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
86.6	NA	NA
MANUFACTURING		
373.4	41.7	8.10
DURABLE GOODS		
124.8	42.6	8.27
Lumber & wood prods.-SIC 24		
15.6	42.0	7.28
Furniture & fixtures-SIC 25		
4.8	40.5	7.00
Stone, clay, & glass prods.-SIC 32		
10.9	45.4	9.29
Primary metal industries-SIC 33		
8.0	NA	NA
Fabricated metal products-SIC 34		
15.3	40.6	8.17
Machinery, except electrical-SIC 35		
30.4	43.6	8.48
Electrical & electronic equip.-SIC 36		
21.6	41.2	7.67
Transportation equipment-SIC 37		
8.9	NA	NA
Instruments & related prods.-SIC 38		
5.8	42.6	8.09
Misc mfg. industries-SIC 39		
3.6	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	935	8,035
Gem stones	NA	20
Lime	709	31,089
Sand & gravel (construction)	12,700	45,700
Stone:		
Crushed	54,800	232,300
Dimension	15	3,954
Combined value of aplite, cement, gypsum, iron oxide pigments (crude), kyanite, sand and gravel (industrial), talc and pyrophyllite (1987), and vermiculite		82,171
Total 1987 (preliminary)		403,269

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 2e, 4g
Charleston — 6eg
Columbia — 6e
Florence — 1e, 3g
Greenville — 2e, 4g
North Charleston — 6eg
Rock Hill — 5e
Spartanburg — 2e, 4g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh, NC 27602
2. Duke Power Co.
   422 S. Church St., Box 33189, Charlotte, NC 28242
3. Peoples Natural Gas Co. of SC
   1812 N. Irby St., Florence 29501
4. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte, NC 28211
5. Rock Hill Elec. Dept.
   Box 11706, Rock Hill 29731-1706
6. South Carolina Electric and Gas Co.
   1426 Main St., (Box 764), Columbia 29218 (29260)

Rural utilities contacts:

Central Elec. Power Co-op, Inc.
Fred J. Gassaway, Econ. Dev. Dir.
P.O. Box 1455, Columbia 29202
803/779-4975

Saluda River Elec. Co-op
Joseph W. Mulholland, VP
P.O. Box 929, Laurens 29360
803/984-6412

Area Wage Survey

Average straight-time hourly earnings

	Charleston 11/88	Charlotte Gastonia Rock Hill 9/88	Florence 1/88	Greenville Spartanburg 6/86
Office, professional, & technical				
Payroll clerks	$ 7.53	8.06	7.51	6.71
Accounting clerks	7.05	8.10	6.78	6.59
File clerks	NA	6.79	NA	5.26
Typists	NA	NA	NA	6.04
Key entry operators	6.33	6.79	5.58	5.91
Secretaries	9.00	9.63	7.80	8.20
Switchbd opr-recept's	6.04	6.84	5.83	6.33
Word processors	6.70	7.92	NA	6.99
Drafters	NA	NA	9.66	10.08
Electronics technicians	14.63	13.31	12.20	11.49
Computer operators	8.62	9.49	9.68	8.30
Computer programmers	12.56	13.68	11.41	11.82
Computer systems analysts	16.33	17.43	17.69	15.21
Maintenance & powerplant				
Carpenters	NA	NA	NA	8.66
Electricians	12.71	12.72	11.78	10.26
Engineers, stationary	NA	NA	NA	9.50
Machinists	11.91	10.67	NA	9.33
Mechanics (machinery)	12.03	11.87	9.10	10.09
Tool & die makers	NA	12.78	11.27	10.86
Custodial & material movement				
Guards	4.61	5.79	8.65	4.49
Janitors, porters & cleaners	4.49	4.67	5.85	4.03
Laborers, mat'l handling	5.10	6.74	6.32	7.90
Shippers & receivers	NA	7.61	7.34	7.30
Truckdrivers	8.88	9.65	7.29	9.28
Forklift operator	8.04	8.20	6.26	7.00

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 1, 3 (Greenville)
Charleston 1, 3-5, 7, 11, 13
Columbia 1, 3-5, 7, 9, 11-14
Florence 1, 8, 12
Greenville 1-7. 10-12, 15
North Charleston 1 (Charleston)
Rock Hill 3 (Charlotte, NC)
Spartanburg 1, 3 (Greenville)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway Company

Airlines

4. American
5. Delta
6. Delta Connection-Atlantic Southeast
7. Eastern
8. Eastern Express-Atlantis
9. Eastern Express-Metro
10. Northwest
11. Piedmont
12. Piedmont Regional-Henson
13. United
14. United Express-Presidential Airways
15. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,500	118,700
Clays (excl. fuller's earth)	2,042	38,216
Gem stones	NA	10
Manganiferous ore	14,000	W
Peat	5	140
Sand & gravel:		
Construction	7,400	20,000
Industrial	800	15,100
Stone:		
Crushed	18,500	77,400
Dimension	12	595
Combined value of cement (masonry), clays (fuller's earth), gold, mica (scrap), silver (1985-86), vermiculite, and values indicated by symbol W		44,225
Total 1987 (preliminary)		314,386

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anderson	43	79	2949	1628
Charleston	49	82	1868	2304
Columbia	45	81	2629	2033
Florence	44	80	2727	1815
Greenville	41	78	3239	1501
Spartanburg	41	78	3239	1501

DEVELOPMENT COUNSELORS:

State Development Agency

Sterling, Wayne L., Dir.
South Carolina State Dev. Bd.
P.O. Box 927
Columbia, 29202
803/737-0400

Areas & Others

Bishopville
Woodmansee, Harry T., II, Exec. Dir.
Lee Cty. Dev. Board
Courthouse Sq. 29010
803/484-5341

Charleston
Decker, James D., PE Staff V.P.
Charleston-Trident Dev. Bd.
P.O. Box 975, 29402
803/557-2510

Columbia
Fore, Danny G., C.I.D., Sr. Dir.
Gtr. Columbia Chamber of Comm.
1308 Laurel St.
P.O. Box 1360, 29202
803/733-1144

Reed, Donald P., Econ. Dev. Rep.
Central Electric Power, Inc.
P.O. Box 1455, 29202
803/779-4975

Tompkins, Margaret E.
Bus./Ind. Development Dept.
South Carolina Elec. & Gas Co.
P.O. Box 764, 29218

Conway
Hutchison, Jack C., C.I.D., Exec. Dir.
Horry Cty Dev. Bd.
P.O. Box 1288, 29526
803/347-4604

Florence
Geddie, Joseph T., Dir. Eco. Dev.
Carolina Power & Light Co.
P.O. Box F-1, 29501-0001
803/662-3264

Greenville
Gosnell, Darryl W., C.I.D., V.P.
Gtr. Greenville Chamber of Comm.
P.O. Box 10048, 29603
803/242-1050

Greenwood
Arnoti, Peter H., Mngr.
Greenwood Cham. of Comm.
Eco. Dev. Division
P.O. Box 980, 29648
803/223-0403

Lancaster
Wilson, James E.
Lancaster Cty. Government
P.O. Box 1809, 29720
803/285-1565

Orangeburg
Ford, Thomas J., C.I.D., Exec. Dir.
Orangeburg Cty. Dev. Cmsn.
P.O. Drawer 1303, 29116
803/536-3333

Rock Hill
Smith, Ronald Carter, Exec. Dir.
York Cty. Econ. Dev. Bd.
P.O. Box 10995, 29731
803/324-3058

VIRGINIA

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:

Corporate income tax......................6%
Personal income tax............2%-5.75%
Personal property tax..... varies locally
Sales tax 4.5%
Franchise & incorp. tax .... varies
Inventory tax................................. none
Gasoline tax .... $.175/gal.

Advanced education facilities:

Four-year colleges & universities.....52
Two-year or junior colleges 28
Vocational & bus. schools 135-140

Medical facilities:

Hospitals 135
Clinics .... NA

Labor analysis:

Civilian labor force.................3,157,926
Public high school graduates....65,700

For additional labor market information, contact Virginia Employ. Commission, P.O. Box 1358, Richmond, VA 23211, 804/786-1485.

Environment controls:

Air Pollution: Wallace N. Davis, Acting Exec. Dir., Air Pollution Control Bd., P.O. Box 10089, Richmond, VA 23240, 804/786-2378

Water Pollution: Richard N. Burton, Exec. Dir., State Water Control Bd., P.O. Box 11143, Richmond, VA 23230, 804/367-0058

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
VIRGINIA	5,346.3	5,943.2
Alexandria	103.2	112.0
Arlington	152.6	158.9
Blacksburg	30.6	NA
Bristol*	43.0	42.4
Charlottesville	45.0	41.0
Chesapeake	114.2	139.0
Danville	45.6	45.3
Hampton	122.6	127.0
Harrisonburg	19.7	29.0
Lynchburg	66.7	69.4
Newport News	144.9	164.0
Norfolk	267.0	278.4

VIRGINIA

Petersburg	41.1	40.6
Portsmouth	104.6	112.1
Richmond	219.2	217.1
Roanoke	100.4	102.5
Suffolk	47.6	52.5
Virginia Beach	262.2	344.9

*Bristol is a two-state city. Total includes both Va. and Tenn.

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Charlottesville	113.6	124.4
Danville	111.8	112.2
Johnson City-Kingsport-Bristol, TN/VA	433.6	451.6
Lynchburg	141.2	149.5
Norfolk-Virginia Beach-Newport News	1,171.1	1,337.5
Richmond-Petersburg	761.3	829.4
Roanoke	224.5	229.6
Washington, DC/MD/VA	3,251.0	3,624.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA	429.0	41.3	9.42
Bristol	11.5	44.4	7.59
Charlottesville	8.5	41.1	7.84
Danville	17.7	41.8	8.49
Lynchburg	23.0	41.5	8.90
Norfolk-Virginia Beach-Newport News	69.4	NA	NA
Northern Virginia	34.8	40.2	10.82
Richmond-Petersburg	62.7	42.6	11.94
Roanoke	19.5	42.4	9.46

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VIRGINIA	3,136.1	117.9	3.8
Charlottesville	69.8	2.0	2.9
Danville	53.9	3.4	6.3
Lynchburg	72.2	3.0	4.2
Norfolk-Virginia Beach-Newport News	631.1	29.1	4.6
Richmond-Petersburg	456.7	15.8	3.5
Roanoke	120.4	4.9	4.0

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	182.0	NA	NA
MANUFACTURING	429.1	41.1	9.15
DURABLE GOODS	201.5	42.0	9.10
Lumber & wood prods.- SIC 24	25.6	40.2	6.76
Furniture & fixtures-SIC 25	24.8	40.4	6.06
Stone, clay, & glass prods.- SIC 32	15.8	42.2	8.49
Primary metal industries-SIC 33	10.6	45.2	10.36
Fabricated metal products-SIC 34	18.5	43.1	9.45
Machinery, except electrical-SIC 35	16.2	43.2	9.39
Electrical & electronic equip.-SIC 36	39.7	41.4	9.33
Transportation equipment-SIC 37	42.1	NA	NA
Instruments & related prods.-SIC 38	4.8	41.7	7.80
Misc. mfg. industries-SIC 39	3.4	40.7	7.53

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 3, 5 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 5, 6, 15, 16, 19
Chesapeake 1, 2, 4, 5 (Norfolk)
Danville 3, 5, 16
Hampton 1 (Newport News)
Lynchburg 1, 4-6, 8, 15, 16, 18, 20
Newport News 1, 6, 8, 16, 20, 21
Norfolk 1-5, 7, 9, 12-19, 21
Petersburg 1, 4 (Richmond)
Portsmouth 1, 2, 4, 5 (Norfolk)
Richmond 1, 5-9, 12, 15, 16, 18, 19, 21, 22
Roanoke 3, 4, 6, 8, 10, 11, 15, 16, 19, 20
Suffolk 1, 4 (Norfolk)
Virginia Beach 2, 5 (Norfolk)

Railroads

1. CSX Transportation, Inc.
2. Eastern Shore Railroad
3. Norfolk Southern Corp.
4. Norfolk & Western
5. Southern Railway Company

Airlines

6. Allegheny Commuter
7. American
8. American Eagle
9. Delta
10. Delta Connection-Atlantic Southeast
11. Delta Connection-Comair
12. Eastern
13. Northwest
14. Pan Am Express
15. Piedmont
16. Piedmont Regional-Henson
17. TWA
18. United
19. United Express-Air Wisconsin
20. United Express-Presidential Airways
21. USAir
22. WRA, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 12e, 14g
Blacksburg — 1e, 10g, 11g
Charlottesville — 12e, 2g
Chesapeake — 12e, 3g, 6g, 13g
Danville — 1e, 4eg

Area Wage Survey

Average straight-time hourly earnings

	Norfolk Virginia Beach Portsmouth, VA/NC 5/86	Richmond 6/86	Washington, DC/MD/VA 3/88
Office, professional, & technical			
Payroll clerks $	6.49	7.45	9.25
Accounting clerks	6.42	7.36	8.50
File clerks	5.58	5.41	7.63
Typists	6.03	6.59	7.97
Key entry operators	5.80	6.31	7.18
Secretaries	7.86	8.96	10.74
Stenographers	NA	8.99	NA
Switchbd opr-recept's	5.55	6.14	7.55
Word processors	6.32	7.51	9.21
Drafters	8.75	9.41	10.25
Electronics technicians	11.81	14.54	14.31
Computer operators	7.76	8.88	10.23
Computer programmer	10.96	12.87	14.59
Computer systems analysts	15.41	16.63	17.68
Maintenance & powerplant			
Carpenters	10.87	12.21	13.40
Electricians	12.86	14.70	15.36
Engineers, stationary	NA	14.72	13.85
Machinists	10.32	14.29	16.85
Mechanics (machinery)	10.81	16.84	14.01
Custodial & material movement			
Guards	4.50	4.32	6.63
Janitors, porters & cleaners	4.77	4.96	5.07
Laborers, mat'l handling	6.98	7.61	6.40
Shippers & receivers	9.35	9.58	9.12
Truckdrivers	7.49	9.56	10.45
Forklift operators	7.18	9.91	9.82

Hampton — 12e, 13g
Lynchburg — 1e, 5g
Newport News — 12e, 13g
Norfolk — 12e, 13g
Petersburg — 12e, 3g
Portsmouth — 12e, 3g, 6g
Richmond — 12e, 7g
Roanoke — 1e, 8g
Suffolk — 12e, 3g, 6g, 9g
Virginia Beach — 12e, 13g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021
   Roanoke 24022
2. Charlottesville Gas Div., 305 4th St., N.W., Charlottesville 22902 —
3. Commonwealth Gas Services Inc.
   P.O. Box 35800, Richmond, VA
   23235-0800
4. Danville Water, Gas and Elec. Depts.
   418 Patton St., Drawer 3300, Danville
   24543
5. Lynchburg Gas Co.
   P.O. Box 35800, Richmond, VA
   23235
6. Richmond Dept. of Pub. Utilities
   600 E. Broad St., Richmond 23219
7. Roanoke Gas Co.
   519 Kimball Ave., N.E., Roanoke
   24016
8. Suffolk Gas Corp.
   130 Commerce St., Suffolk 23434
9. Tennessee-Virginia Energy Corp.
   P.O. Box 60, Johnson City, TN 37601
10. United Cities Gas Co.
   5300 Maryland Way, Brentwood, TN
   37027
11. Virginia Elec. and Power Co.
   1 James River Pl., P.O. Box 26666
   Richmond 23261
12. Virginia Natural Gas
   5100 E. Virginia Beach Blvd., Norfolk
   23502
13. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC
   20080

Rural utilities contacts:

Old Dominion Elec. Co-op
Ernest Jordan, Jr., Exec. V.P.
4222 Cox Rd., Glenallen 23060
804/747-0592

Virginia, Maryland & Delaware Assn. of Elec. Co-ops
Sam Perry, Dir. of Mktg.
P.O. Box 15248, Richmond 23227
804/264-2801

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Charlottesville	35	77	4189	1220
Danville	38	78	3856	1384
Lynchburg	35	76	4323	1074
Norfolk	40	78	3446	1458
Richmond	37	78	3960	1336
Roanoke	36	76	4315	1085

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	935	8,035
Gem stones	NA	20
Lime	709	31,089
Sand & gravel (construction)	12,700	45,700
Stone:		
Crushed	54,800	232,300
Dimension	15	3,954
Combined value of aplite, cement, gypsum, iron oxide pigments (crude), kyanite, sand and gravel (industrial), talc and pyrophyllite (1987), and vermiculite		82,171
Total 1987 (preliminary)		403,269

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Keogh, Hugh, Dir.
Virginia Dept. of Econ. Dev.
1000 Washington Bldg.
Richmond, 23219
804/786-3791

Areas & Others

Chesterfield

Blankenship, Charles J., Dir.
Chesterfield Cty. Econ. Dev.
P.O. Box 40, 23832
804/748-3963

Lynchburg

Cobb, V. Lee, Dir.
Office of Econ. Dev.
City of Lynchburg
P.O. Box 60, 24505
804/847-1732

Newport News

Denton, Julius A. "Bud", III, Exec. Dir.
Va. Peninsula Econ. Dev. Council
P.O. Box 6000, 23606
804/873-0000

Ward, Thomas E., Dev. Dir.
City of Newport News
2400 Washington Ave., 23607
804/247-8428

Prince William

Wright, Michelle, Mktg. Mgr.
Prince William County
4349 Ridgewood Ctr. Dr., 22192
703/335-6680

Richmond

Agostino, Frederick, Exec. Dir.
Henrico Cty. Ind. Dev. Auth.
4120 E. Parham Rd., 23228
804/672-4211

Stafford, William M., Dir.
Virginia Power Econ. Dev.
P.O. Box 26666, 23261
804/771-3406

Stewart, Jennifer L., Econ. Dev. Mgr.
Commonwealth Gas Svcs., Inc.
P.O. Box 35800, 23235-0800
804/323-5349

Wood, A. J. Christopher, Exec. Dir.
Metropolitan Econ. Dev. Council
201 E. Franklin, 23219-2281
804/643-3227

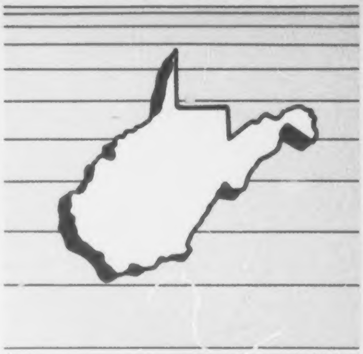
Roanoke

Bowman, Robert Y., Exec. Dir.
The Regional Partnership of Roanoke Valley, Inc.
P.O. Box 2797, 24001
703/343-1550

Saul, Charles R., Econ. Dev.
Appalachian Power Co.
40 Franklin Rd., S.W., 24009
703/985-2623

Virginia Beach

DeBellis, A James, Dir.
Virginia Beach
Dept. of Econ. Dev.
770 Lynnhaven Pky., Ste. 200, 23452
804/498-4567



WEST VIRGINIA

STATE INFORMATION:

Financial assistance to industry:

- Freeport amendment
- Small business tax credit
- West Virginia capital company credit
- Revenue bonds for land, buildings, & equipment
- Revenue bonds for pollution control
- Aid for job training (recruiting/testing/job placement services)
- Economic Development Authority — 4 competitively priced loan programs
- Site location & improvement assistance
- Access roads
- Investment tax credit/other tax incentives
- "Super Tax Credit" for job creation
- Corporate Headquarters Tax Credit
- W. Virginia Industry & Jobs Development Corporation — financing

Tax rates:

Corporate income tax	9.525%
Personal income tax	3%-6.5%
Sales tax	6% (5%, 7/1/89) (no tax on food for human consumption; companies generally do not pay sales tax on items used in business)
Incorporation tax	graduated
Franchise registration fee	$15/year
Inventory tax	varies locally
Gasoline tax	$.105/gal. + 5% sales tax

Advanced education facilities:

Four-year colleges & universities	19
Two-year or junior colleges	5
Graduate colleges	3

Vocational & business schools:

7	Multicounty vocational centers
26	High schools with vocational units (at least five or more)
31	County centers (five or more occupational areas)
16	Special schools offering vocational education
90	Private schools

Licensed medical facilities:

General hospitals	68
Personal care	55
Nursing homes	101
Long-term care	13

Labor analysis:

Civilian labor force.........123,300 (9/88)

WEST VIRGINIA

Public high school graduates ....22,000+ (1986)

For additional labor market information, contact Dept. of Employ. Security, California & Washington Sts., Charleston, WV 25305, 304/348-2660

Environment controls:

Air quality: Air Pollution Control Cmsn., 1558 Washington St. E., Charleston, WV 25311, 304/348-2275

Water quality: Dept. of Natural Resources, Water Resources Div., 1201 Greenbrier St., Charleston, WV 25311, 304/348-2107

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
WEST VIRGINIA	1,934.6	1,934.6
Charleston	64.0	57.5
Huntington	63.7	59.4
Morgantown	27.6	NA
Parkersburg	40.0	38.7
Wheeling	43.1	39.8

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Charleston	269.6	267.3
Cumberland, MD/WV	107.8	103.8
Huntington-Ashland, WV/KY/OH	336.0	334.0
Parkersburg-Marietta, WV/OH	162.8	157.7
Steubenville-Weirton, OH/WV	163.1	152.6
Wheeling, WV/OH	185.6	176.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA	87.6	41.3	10.99
Charleston	11.0	41.7	13.70
Huntington-Ashland	19.8	39.9	12.05
Parkersburg-Marietta	14.3	41.2	12.61
Wheeling	7.1	40.6	11.85

*preliminary figures for production workers

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	23.2	37.5	13.50
MANUFACTURING	85.8	40.6	10.56
DURABLE GOODS	48.1	40.7	10.72
Lumber & furniture-SIC 24	NA	NA	NA
Stone, clay, & glass prods.-SIC 32	8.9	39.3	10.69
Primary metal industries-SIC 33	12.9	41.8	13.19
Fabricated metal products-SIC 34	7.5	38.9	11.09
Machinery, except electrical-SIC 35	5.7	39.5	11.00
Electrical & electronic equip.-SIC 36	2.6	43.0	11.64
Transportation equipment-SIC 37	NA	NA	NA

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WEST VIRGINIA	723.4	61.7	8.5
Charleston	114.5	8.8	7.7
Huntington-Ashland	124.3	9.0	7.2
Parkersburg-Marietta	69.2	4.4	6.4
Wheeling	69.2	5.0	7.2

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Charleston 1, 2, 5-10, 12
Huntington 2, 7-9, 12
Morgantown 2, 4, 11
Parkersburg 2, 4
Wheeling 1-3 (Pittsburgh, PA)

Railroads

1. Conrail
2. CSX Transportation
3. Norfolk and Western Railway

Airlines

4. Allegheny Commuter
5. Christman Air System
6. Delta Connection-Atlantic Southeast
7. Delta Connection-Comair
8. Piedmont
9. Piedmont Regional-Henson
10. United Express-Air Wisconsin
11. United Express-Presidential Airways
12. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Charleston — 1e, 2g
Huntington — 1e, 2g, 4g
Morgantown — 5e, 3g
Parkersburg — 5e, 3g
Wheeling — 6e, 2g

1. Appalachian Power Co.
   301 Virginia St. East, Box 1986, Charleston 25327
2. Columbia Gas of West Virginia
   200 Civic Center Dr., Columbus, OH 43215
3. Consolidated Gas Transmission Corp., 445 W. Main St., Clarksburg 26301
4. Inland Gas Co.
   P.O. Box 1180, Ashland, KY 41101
5. Monongahela Power Co.
   1310 Fairmont Ave., Fairmont 26554
6. Wheeling Power Co.
   51-16th St., Box 751, Wheeling 26003

Rural utilities contacts:

Appalachian Power
Mark James, Eco. Dev. Consultant
301 Virginia St. East, P.O. Box 1986,
Charleston 25327
304/348-4731

Wheeling Power Co.
John J. Smolak, Eco. Dev. Consultant
51 16th St., Box 751
Wheeling 26003
304/234-3061

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	229	497
Gem stones	NA	1
Sand & gravel (construction)	1,000	3,200
Stone (crushed)	9,800	40,200
Combined value of cement, (masonry and portland), lime, salt, and sand and gravel (industrial)		70,859
Total 1987 (preliminary)................		114,757

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Charleston	33	75	4697	1007
Fairmont	30	73	5354	761
Huntington	33	75	4676	1121
Morgantown	30	73	5360	768
Parkersburg	31	75	4957	1011
Wheeling	29	70	5450	840

DEVELOPMENT COUNSELORS:

State Development Agency

Director
Governor's Off. of Comm. & Ind. Dev.
State Capitol
Charleston, 25305
304/348-0400

Areas & Others

Charleston
James, Mark, Econ. Dev. Consul.
Appalachian Power
301 Virginia St. E., 25327
304/348-4731

Clarksburg
Lilly, Burkey, Econ. Dev. Mgr.
Hope Gas, Inc.
445 W. Main St., 26301
304/623-8611

Fairmont
Dally, James
Marion Chamber of Comm.
140 Rosewood, 26655
304/363-0442

Wheeling
Smolak, John J., Eco. Dev. Cons.
Wheeling Power Co.
51-16 Street
P.O. Box 751, 26003
304/234-3061

Business Incentives:

THE CURRENT STATE OF SUCCESS.

West Virginia provides business a wealth of financial advantages. From the creation of "Enterprise Zones" to the Freeport Amendment which allows tax-free warehousing, West Virginia offers an array of financial incentives designed to encourage business. And success.

It begins with the Business Investment and Jobs Expansion Tax Credit – "Super Tax Credit" – which allows the recovery of up to 90% of state taxes and is perhaps the most liberal tax credit allowed in the nation.

In addition, West Virginia's economic incentives include the Small Business Credit, Corporate Headquarters Credit, and a wide assortment of reduced rate loan programs - all of which prove that the business climate here is the current state of success.

To find out more about your future success in West Virginia, give us a call. Contact Dick Northup, Vice President, Appalachian Power (304) 348-4700, or Tom McCaffrey, President, Wheeling Power (304) 234-3000.

WEST VIRGINIA.

The West Virginia Advantage.

- "Super Tax Credit" which allows recovery of up to 90% of state taxes.
- Award-winning employee training programs.
- Electric rates consistently among the lowest in the U.S.
- World class recreational opportunities.
- Excellent river, highway and rail access to markets.

AEP WHEELING POWER

AEP APPALACHIAN POWER

Circle 44 on Brochure Service Card

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EAST NORTH CENTRAL

- ILLINOIS
- INDIANA
- MICHIGAN
- OHIO
- WISCONSIN

Regional Review

Following are summaries of some of the events affecting site location in each of the East North Central states in 1988. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

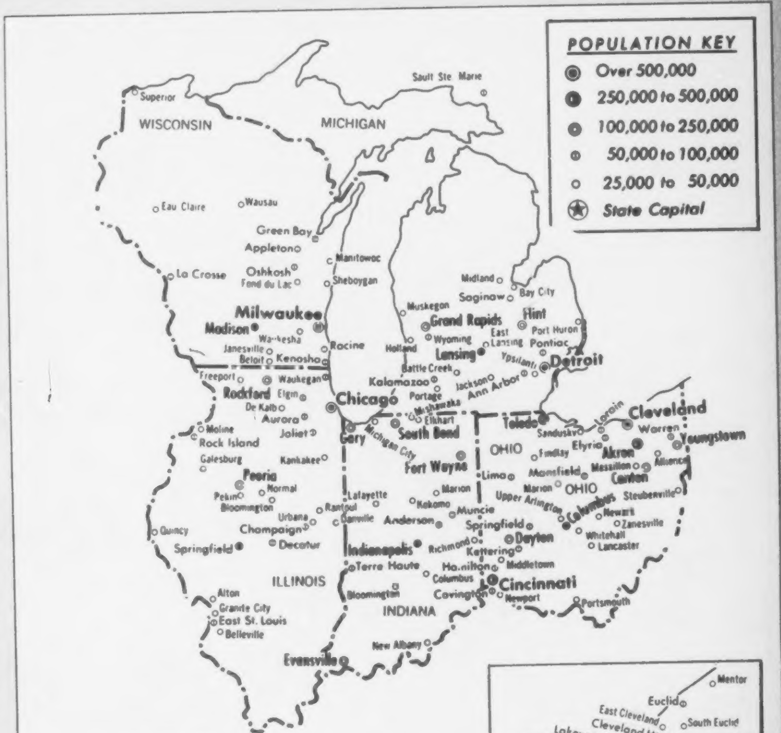
Illinois

Employment was up in Illinois last year, while unemployment dropped from 7.4% in 1987 to 6.8% in 1988. Personal income growth was substantial at 6.5%, reports Rich Funderburk, senior industrial development specialist for the Illinois Department of Commerce.

Rapidly rising exports—up 29% in 1988 at $9 billion, with 40% in machinery products and the rest in foods, chemicals, electrical products, and metals—allowed the manufacturing sector to participate in the prosperity enjoyed by the rest of the economy. In *Inc.* magazine's 1988 annual rating of the states business activity over a period, Illinois moved from 36th to 34th place. New job growth was nearly 7.7%, and new business growth was about 1.6%, over the four-year period tracked.

Legislation last year included a public act exempting charges from the telecommunications excise tax for telecommunications between parent corporations and their subsidiaries. And, subsidized interest on loans for businesses making large investments was approved.

A five-year unemployment insurance law also took effect. The law contains "major" tax reforms. The


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
WISCONSIN
MICHIGAN
ILLINOIS
INDIANA
OHIO
Superior
Sault Ste Marie
Eau Claire
Wausau
Green Bay
Appleton
La Crosse
Oshkosh
Fond du Lac
Manitowoc
Sheboygan
Milwaukee
Madison
Waukesha
Janesville
Beloit
Kenosha
Racine
Freeport
Waukegan
Rockford
Elgin
De Kalb
Aurora
Chicago
Joliet
Moline
Rock Island
Galesburg
Kankakee
Peoria
Pekin
Normal
Bloomington
Urbana
Champaign
Rantoul
Danville
Quincy
Springfield
Decatur
Alton
Grande City
East St. Louis
Belleville
Midland
Bay City
Saginaw
Muskegon
Grand Rapids
Flint
Port Huron
Wyoming
East Lansing
Pontiac
Holland
Lansing
Ypsilanti
Detroit
Battle Creek
Kalamazoo
Jackson
Ann Arbor
Portage
Mishawaka
Elkhart
South Bend
Gary
Michigan City
Toledo
Sandusky
Lorain
Cleveland
Warren
Youngstown
Elyria
Akron
Findlay
Fort Wayne
Lima
Mansfield
Massillon
Canton
Alliance
Marion
Upper Arlington
Steubenville
Lafayette
Kokomo
Anderson
Muncie
Columbus
Newark
Zanesville
Springfield
Whitehall
Lancaster
Dayton
Indianapolis
Richmond
Kettering
Terre Haute
Hamilton
Middletown
Bloomington
Cincinnati
Covington
Newport
Portsmouth
New Albany
Evansville
WIS.
Menomonee Falls
Brookfield
Waukesha
Wauwatosa
Milwaukee
West Allis
New Berlin
Racine
Kenosha
OHIO
Upper Arlington
Columbus
Whitehall
Mentor
Euclid
East Cleveland
Cleveland Hts.
South Euclid
Lakewood
Shaker Hts.
Lorain
North Olmsted
Cleveland
Garfield Hts.
Brook Park
Parma
Maple Hts.
Elyria
Parma Hts.
Kent
Waukegan
North Chicago
Highland Park
Palatine
Northbrook
Arlington Hts
Mt Prospect
Wilmette
Evanston
Elgin
Des Plaines
Niles
Skokie
Morton Grove
Park Ridge
Elmhurst
Elmwood Park
Villa Park
Lombard
Chicago
Oak Park
Wheaton
Cicero
Berwyn
Downers Grove
Aurora
South Stickney
Evergreen Park
Oak Lawn
Dolton
East Chicago
Calumet City
ILL
Harvey
Hammond
Gary
Lansing
Joliet
Chicago Heights
Park Forest
IND
MICH
Pontiac
Sterling Hts.
Birmingham
Troy
Clinton Twp
Royal Oak
Madison Hts
Roseville
Southfield
St. Clair
Oak Park
Warren
Ferndale
E Detroit Shores
Livonia
Highland Park
Hamtramck
Redford
Dearborn Hts
Garden City
Detroit
Westland
Dearborn
Windsor
Inkster
Allen Park
Lincoln Park
CAN
Taylor
Wyandotte
Southgate
Fairborn
Dayton
Xenia
Kettering
Cuyahoga Falls
Kent
Akron
Barberton
Canton
Massillon
New Albany
Louisville
Pleasure Ridge Park
KY
Warren
PA
Austintown
Youngstown
Boardman
New Castle

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Illinois Select Sites Program was also initiated, adding to the state's computerized sites and buildings file, with "industry sites which have undergone a vigorous prequalification evaluation."

Indiana

"The business climate in Indiana continued on the upswing in 1988," says Janet Harrold, deputy director of the Industrial Development Division of the Indiana Department of Commerce. Unemployment was about 5%, with 13,355 new jobs created last year.

"For the past few years, our new projects have been dominated by the auto industry. However, as the projects consisting of the suppliers to the new assembly plants taper off, we are seeing a diversification in the types of businesses we are attracting," observes Harrold. Northern Indiana is also one of the world's largest steel producers. And recently, U.S. manufacturers have entered joint ventures with Japanese companies, e.g. the $400 million plant built by I/N tek, a joint project by Inland Steel and Nippon Steel.

In 1987, Indiana was the first state to pass a law requiring large company taxpayers to make their tax payments electronically, thus eliminating four to five days of check float. More recent legislation includes the Tax Increment Financial Amendment, enabling certain municipalities to issue tax-exempt revenue bonds to finance infrastructure improvements for new development. Several pieces of legislation in 1988 addressed export and international trade. The Partners in Export program enhances training/education for the "competitive advantage internationally," and the Export Development Finance Authority will create a pooled bond fund for loans to small- and medium-sized businesses who wish to expand their export efforts.

Michigan

Michigan led the nation in overall manufacturing investment in 1988, as it did in 1987, according to a McGraw Hill Information Systems report. However, in his February "State of the State" address, Gov. James Blanchard noted that reliance on auto companies for jobs has been down 25% in the last decade, with "only nine out of every 100 Michigan workers now on the 'Big Three' payroll."

In his address, the governor also noted that the state has a "new base for technology" in four areas: industrial automation, biotechnology, information technology, and composite materials. Among the incentives for technology in-state is the Michigan Modernization Service (MMS), whose primary task is to provide technology-based assistance to the state's 5,800-plus small- and medium-size manufacturers. And, added Blanchard, Michigan's overall financial climate is "emerging stronger, thanks to state-sponsored deregulation of the financial services industry."

In 1988, Michigan's Single Business Tax became more attractive for small, low-profit firms; now the firms can opt for an improved small business tax credit or an alternative tax based on profits. Other legislation included a $650 million bond program, with a portion tagged for cleaning up potential development sites. Additionally, eligibility for Michigan property tax abatement was expanding.

There were more than 150 manufacturing locations/expansions last year, involving a private investment of over $2 billion. Michigan's travel industry also fared well in 1988, with estimated spending in-state at a record $15.7 billion.

Ohio

Economic advances for Ohio in 1988 featured large investments in the state's auto industry, an upgrading of the state's bond rating from A to A+ by Standard & Poor, and new financial assistance programs.

According to Ward's *Automotive Yearbook*, the state ranks number one in truck production, accounting for 23% of the nation's truck production, and second only to Michigan in auto production. In 1988 Honda of America broke ground for its second auto plant in Ohio, an investment of $380 million. The plant is expected to export 70,000 Hondas per year in 1991. Meanwhile, Ford and Nissan Motor companies are planning to invest nearly $1 billion in the Avon Lake truck plant, to design and build an "upscale" minivan. The vans will be sold in North America in 1992.

On the legislative front, the Pooled Bond Program provides low-cost, tax-exempt financing for new equipment and industry. The Ohio Enterprise Bond Fund, the largest in the nation, gives small- and medium-size companies access to national capital markets and enables them to get long-term, fixed-rate financing previously available only to publicly-traded companies. The Ohio Steel Futures Program of 1988, a "sunny day" fund, targets the steel industry and closely related sectors.

Meanwhile, Ohio's nine Edison Technology Centers received $20.7 million in state funding. A new dimension was added to the Thomas Edison program when technological transfer agreements were signed with France and China.

Wisconsin

Among all 50 states, Wisconsin is second only to California in new manufacturing jobs since 1987. And, it ranks 11th in manufacturing employment growth, i.e., 10.3% since January 1987. The state also ranked as having the 14th best business climate among the 27 states with "high manufacturing intensities" in Grant Thornton's *Manufacturing Climates Study*. As of November 1988, the state's unemployment rate was 4%; in January 1987 it was 6.6%.

"In the past two years, the Wisconsin Development Fund has awarded $21 million to 60 Wisconsin companies and communities. . . For the next two years, funding will be expanded to allow us to finance early-stage research in technology and biotechnology," says Bruno Mauer, Wisconsin development secretary.

Gov. Thompson's proposed budget also increases funding for state economic development and provides $1 million for a Minority Business Fund and $500,000 for the Milwaukee Enterprise Center, a minority business incubator. Programs already in effect include the Main Street Program and the Development Zone Program.

Among the eight states to have a trade surplus, Wisconsin added trade offices in Tokyo and Seoul. The state has also embarked on an accelerated highway construction program. ☐

MICHIGAN

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings, machinery, & equipment
- Bonds for pollution control
- Complete job training
- A number of financial incentives in cooperation with communities

Tax rates:

Corporate income tax	NA*
Personal income tax	4.6%
Sales tax	4%
Incorporation fee	$10-$15
annual report fee	
Franchise fee	$25 min.
Inventory tax	NA*
Gasoline tax	$.15/gal.

*Eliminated by single business tax: 2.35% of tax base

Advanced education facilities:

Four-year colleges & universities	56
Two-year or junior colleges	45
Vocational & business schools	343

Medical facilities:

Hospitals	216
Clinics	144

Labor analysis:

Civilian labor force. 4,580,000 ('88 avg.)
High school graduates... 112,000 (est.)

For additional labor market information, contact Employ. Security Commission, Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit, MI 48202, 313/867-5000

Environment controls:

James Henderson, Permit Coord., Mich. Dept. of Natural Resources, P.O. 30028, Lansing, MI 48909, 517/335-4235

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MICHIGAN	9,258.3	9,262.9
Allen Park	34.2	NA
Ann Arbor	107.3	108.9
Battle Creek	35.7	54.0
Bay City	41.6	39.2
Burton	30.0	NA
Dearborn	90.7	86.1
Dearborn Heights	67.7	61.8
Detroit	1,203.3	1,082.2
East Detroit	38.3	NA
East Lansing	48.3	48.0
Farmington Hills	58.1	65.8
Ferndale	26.2	NA
Flint	159.6	147.7
Garden City	35.6	NA
Grand Rapids	181.8	191.2
Highland Park	27.9	NA
Holland	26.3	29.5
Inkster	35.2	NA
Jackson	39.7	37.7
Kalamazoo	79.7	77.7
Kentwood	30.4	NA
Lansing	130.4	130.7
Lincoln Park	45.1	42.9
Livonia	104.8	100.3
Madison Heights	35.4	NA
Midland	37.3	36.8
Muskegon	40.8	40.1
Oak Park	31.5	NA
Pontiac	76.7	71.4
Port Huron	34.0	34.7
Portage	38.2	NA
Roseville	54.3	52.0
Royal Oak	70.9	66.7
Saginaw	77.5	73.3
St. Clair Shores	76.2	72.8
Southfield	75.6	73.2
Southgate	32.1	NA
Sterling Heights	109.0	112.8
Taylor	77.6	72.2
Troy	67.1	68.0
Warren	161.1	151.7
Westland	84.6	80.9
Wyandotte	34.0	NA
Wyoming	59.6	63.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
*Ann Arbor	264.7	272.2
Battle Creek	141.6	138.5
Benton Harbor	171.3	166.6
*Detroit	4,352.8	4,358.9
Flint	450.0	440.6
Grand Rapids	601.7	654.9
Jackson	151.5	147.8
Kalamazoo	212.4	219.7
Lansing-East Lansing	420.0	434.6
Muskegon	157.6	159.0
Saginaw-Bay City-Midland	422.0	408.5

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN	938.8	43.8	13.43
Ann Arbor	38.6	47.2	14.63
Detroit	449.2	44.8	14.53
Flint	48.6	44.0	16.83
Grand Rapids	99.6	41.7	11.44
Kalamazoo	30.1	43.0	12.80
Lansing-East Lansing	33.3	43.9	14.70
Saginaw-Bay City-Midland	43.9	44.2	15.34

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MICHIGAN	4,587.5	304.6	6.6
Ann Arbor	163.5	5.9	3.6
Battle Creek	65.3	4.0	6.1
Benton Harbor	78.8	4.9	6.2
Detroit	2,192.9	150.5	6.9
Flint	198.5	25.5	12.9
Grand Rapids	360.8	16.4	4.5
Kalamazoo	118.3	5.5	4.7
Lansing-East Lansing	239.5	12.2	5.1
Muskegon	68.9	5.5	8.0
Saginaw-Bay City-Midland	190.5	11.7	6.2

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Detroit 4/86	Saginaw 11/86
Office, professional, & technical		
Payroll clerks	$ 9.86	9.79
Accounting clerks	8.91	7.78
File clerks	5.83	5.12
Typists	8.06	NA
Key entry operators	7.80	7.14
Secretaries	12.66	11.86
Stenographers	13.50	NA
Switchbd opr-recept's	7.43	5.96
Word processors	10.17	NA
Drafters	14.55	NA
Electronics technicians	14.94	NA
Computer operators	11.89	7.85
Computer programmers	14.49	9.38
Computer systems analysts	19.13	16.05
Maintenance & powerplant		
Carpenters	16.11	NA
Electricians	16.24	NA
Engineers, stationary	15.77	NA
Machinists	14.24	NA
Mechanics (machinery)	16.28	NA
Tool & die makers	16.30	NA
Custodial & material movement		
Guards	7.81	9.34
Janitors, porters, & cleaners	8.45	5.78
Laborers, material handling	11.50	NA
Shippers & receivers	12.57	10.09
Truckdrivers	13.41	11.96
Forklift operators	13.75	NA

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	121.2	NA	NA
MANUFACTURING	966.0	42.2	12.97
DURABLE GOODS	746.8	42.5	13.53

Lumber & wood prods.-SIC 24	13.5	39.8	7.52
Furniture & fixtures-SIC 25	31.2	38.9	10.14
Stone, clay, & glass prods.-SIC 32	17.3	44.8	12.06
Primary metal industries-SIC 33	48.7	43.0	12.95
Fabricated metal products-SIC 34	118.7	41.8	12.83
Machinery, except electrical-SIC 35	123.2	43.2	13.10
Electrical & electronic equip.-SIC 36	36.8	41.5	11.29
Transportation equipment-SIC 37	335.5	42.9	15.17
Instruments & related prods.-SIC 38	14.6	41.3	9.22
Misc. mfg. industries-SIC 39	7.3	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Detroit.

Allen Park 5, 7 (D)
Ann Arbor 1, 8 (D)
Battle Creek 1, 5 (Kalamazoo)
Bay City 3-5 (Saginaw)
Burton 5 (Flint)
Dearborn 1, 3, 7 (D)
Dearborn Heights (D)
Detroit 1-3, 5-7, 9, 10, 12, 14-22, 24-34, 36
East Detroit 5 (D)
East Lansing 3, 5 (Lansing)
Ferndale 5 (D)
Flint 3, 5, 13, 17, 26, 28, 29
Garden City (D)
Grand Rapids 1, 3, 5, 11-13, 19, 23, 25, 28, 34, 36
Highland Park 1, 3, 5, 7 (D)
Holland 3 (Grand Rapids)
Inkster 1 (D)
Jackson 1, 26
Kalamazoo 1, 5, 13, 19, 23, 25, 28, 35
Kentwood (Grand Rapids)
Lansing 1, 3, 5, 13, 17, 19, 23, 25, 26, 28, 35
Lincoln Park 1 (D)
Livonia 3 (D)
Madison Heights (D)
Midland 3 (Saginaw)
Muskegon 3, 5, 13, 23
Oak Park (D)
Pontiac 5 (D)
Port Huron 3, 5 (Sarnia, Ont.)
Portage 1 (Kalamazoo)
Roseville (D)
Royal Oak 5 (D)
Saginaw 3, 5, 11, 17, 21, 25, 34, 35
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 7 (D)
Troy (D)
Warren 1 (D)
Westland (D)
Wyandotte 5 (D)
Wyoming 1, 3 (Grand Rapids)

Railroads

1. Conrail
2. CP Rail
3. CSX Transportation, Inc.
4. Detroit & Mackinac Railway Co.
5. Grand Trunk Western R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Tuscola & Saginaw Bay Rwy. Co.

Airlines

9. Air America
10. Air Canada-Air Ontario
11. Air Canada-Commuter Express
12. American
13. American Eagle
14. BAS Airlines
15. Braniff
16. British Airways
17. Continental
18. Delta
19. Delta Connection-Comair
20. Michigan Airways (seasonal)
21. Midway Airlines, Inc.
22. Midway Connection-Midway Commuter-Fischer Bros.
23. Midwest Express
24. Northwest
25. Northwest Airlink-Simmons Airlines
26. Pan American World Airways, Inc.
27. Piedmont
28. Piedmont Regional-Henson
29. Sabena
30. Skycraft Air Trans.
31. Southwest Airlines
32. TWA
33. United
34. United Express—Air Wisconsin
35. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Allen Park — 4e, 9g
Ann Arbor — 4e, 8g
Battle Creek — 3e, 1g
Bay City — 2e, 3eg
Burton — 3g
Dearborn — 4e, 8g
Dearborn Heights — 4e, 8g
Detroit — 4e, 5e, 8g
East Detroit — 4e, 3g
East Lansing — 3eg, 7e
Farmington Hills — 4e, 3g
Ferndale — 4e, 3g
Flint — 3eg
Garden City — 4e, 3g
Grand Rapids — 3e, 8g
Highland Park — 4e
Holland — 6e, 10g
Inkster — 4e
Jackson — 3eg
Kalamazoo — 3eg
Kentwood — 3e
Lansing — 7e, 3g
Lincoln Park — 4e
Livonia — 4e, 3g
Madison Heights — 4e, 3g
Midland — 3eg
Muskegon — 3e, 8g
Oak Park — 4e, 3g
Pontiac — 3eg
Portage — 3eg
Port Huron — 4e, 11g
Roseville — 4e, 3g
Royal Oak — 4e, 3g
Saginaw — 3eg
St. Clair Shores — 4e, 3g
Southfield — 4e, 3g
Southgate — 4e
Sterling Heights — 4e, 3g
Taylor — 4e
Troy — 4e, 3g
Warren — 4e, 3g
Westland — 4e, 3g
Wyandotte — 12e
Wyoming — 3e

1. Battle Creek Gas Co.
   23 E. Michigan Mall, Battle Creek 49016
2. Bay City Electric Lt. & Power
   900 S. Water St., Bay City 48708
3. Consumers Power Co.
   212 W. Michigan Ave., Jackson 49201
4. Detroit Edison Co.
   2000 Second Ave., Detroit 48226
5. Detroit Public Lighting Dept.
   9449 Grinnell Ave., Detroit 48213
6. Holland Board of Pub. Works
   268 River Ave., Holland 49423
7. Lansing Bd. of Water and Lt.
   123 W. Ottawa, Box 13007
   Lansing 48901
8. Michigan Consolidated Gas Co.
   500 Griswold, Detroit 48226
9. Michigan Gas Utilities Co.
   899 S. Telegraph Rd., Monroe 48161
10. Michigan Power Co.
    100 S. Main St., Box 367, Three Rivers 49093
11. Southeastern MI Gas Co.
    2915 Lapeer Rd., Port Huron 48060
12. Wyandotte Munic. Service Cmsn.
    3005 Biddle Ave., Wyandotte 48193

Rural utilities contacts:

Michigan Elec. Co-op Assn.
Michael F. Buda, Comm. Dir.
400 N. Walnut, Lansing 48933
517/484-5022

Wolverine Power Supply Co-op
Ray Towne, Asst. Gen. Mgr.
P.O. Box 369, Boyne City 49712
616/582-6572

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	275	18,200
Portland	4,900	224,700
Clays	1,473	5,968
Gem stones	NA	25
Gypsum	1,991	11,124
Iron ore (usable)—thou. long tons, gross wt.	11,729	W
Lime	632	30,983
Peat	324	5,867
Salt	W	W
Sand & gravel:		
Construction	47,500	118,800
Industrial	2,700	24,000
Stone:		
Crushed	35,600	110,400
Dimension	4	127
Combined value of bromine, calcium chloride (natural), copper, gold, iodine (1985), iron oxide pigments (crude), magnesium compounds, silver, and values indicated by symbol W		791,502
Total 1987 (preliminary)		1,341,696

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ann Arbor	24	73	6346	723
Battle Creek	22	72	6723	599
Detroit	23	72	6563	615
Flint	21	70	7068	456
Grand Rapids	22	71	6927	570
Holland	24	71	6569	587
Jackson	22	72	6833	609
Kalamazoo	24	73	6281	751
Lansing	22	71	6987	530
Midland	22	72	6847	555
Muskegon	23	70	6925	451
Pontiac	22	72	6658	636
Port Huron	24	72	6611	621
Saginau	21	71	7103	501
Ypsilanti	24	73	6479	706

DEVELOPMENT COUNSELORS:

State Development Agency

Main, Greg, Dir.
Manufacturing Dev. Group
Michigan Dept. of Commerce
P.O. Box 30225, Lansing, 48909
517/373-0601

Areas & Others

Ann Arbor
Bliss, Robert A.
Huron Center
Swisher Realty Co.
475 Market Place, Ste A., 48108
313/662-0501

Detroit
Pienick, Matthew L. Dir. Econ. West.
Detroit Edison
2000 Second Ave., 48226
313/237-8883

Pryor, Jack, C.I.D., V.P.
Detroit Econ. Growth Corp.
Suite 600, First Nat'l Bldg., 48226
313/963-2940

Woodbury, Greg
MichCon
Eco. Dev. Dept.
500 Griswold St., 48226
313/256-5745

Grand Rapids
Krupp, Charles C., C.I.D.
City of Grand Rapids
Economic Development Office
300 Monroe Avenue, 49503
616/456-3167

Powers, Joseph, Sr. V.P.
Grand Rapids Area C. of C.
17 Fountain St. N.W., 49503
616/459-7221

Harrison
Volker-Foreman, Roberta, Exec. Dir.
Region 7B Consortium
402 N. First St.
P.O. Box 408, 48625
517/539-2173

Jackson
O'Neill, John F., C.I.D., Dir.
Jackson Alliances For Bus. Dev.
133 W. Michigan Ave., 49201
517/788-4455

Surbrook, Richard R., Econ. Dev. Dir.
Consumers Power Co.
212 W. Michigan Ave., 49201
517/788-0345

Midland
Reinbolt, M.J., Special Projects Mgr.
Midland Cty. Econ. Dev. Corp.
300 Rodd St., 48640
517/839-0340

Mt. Pleasant
Dunn, George W., Exec. Dir.
Middle Michigan Dev. Corp.
111 S. University, 48858
517/772-2858

Port Huron
Patterson, Robert L., Exec. Dir.
Port Huron-St. Clair Cty. Ind. Dev. Corp.
511 Fort St., Ste. 530, 48060
212/982-9511

Three Rivers
Visel, Barry L., Econ. Dev. Consultant
Indiana Michigan Power
100 S. Main Street
P.O. Box 367, 49093
616/279-5261

ILLINOIS

STATE INFORMATION:

Financial assistance to industry:
- Machinery sales tax exemption
- Investment tax credit
- Property tax exemption
- Aid for job training
- Site location assistance
- Direct loans and grants
- Additional enterprise zone incentives:
  - Investment tax credit
  - Jobs tax credit
  - Bldg. materials sales tax exempt
  - Utility tax abatement
  - Consumables sales tax exempt

Tax rates:

Corporate income tax	6.5%
Personal income tax	2.5%
Personal property tax	none
Sales tax	5% state; 1%-3% local
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	186
Two-year or junior colleges	52
Vocational & bus. schools	232 +

Medical facilities:

Hospitals	281
Physicians	21,000 +

Labor analysis:

Civilian labor force	5,754,000
High school graduates	4,378,000 in labor force

For additional labor market information, contact Research Division, Ill. Dept. of Commerce & Community Affairs, 620 E. Adams, Springfield, IL 62701, 217/782-1438

Environment controls:
Industrial Development Division, Illinois Dept. of Commerce & Community Affairs, 620 E. Adams, Springfield, IL 62701, 217/782-3891

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
ILLINOIS	11,418.5	11,657.6
Addison	28.8	NA
Alton	34.2	33.3
Arlington Heights	66.1	69.6
Aurora	81.3	88.0
Belleville	42.2	42.7
Berwyn	46.8	45.1
Bloomington	44.2	48.3
Bolingbrook	37.3	NA
Burbank	28.5	NA
Calumet City	39.7	NA
Carbondale	27.2	NA
Champaign	58.1	60.4
Chicago	3,005.1	3,021.7
Chicago Heights	37.0	35.4
Cicero	61.2	61.2
Danville	39.0	NA
Decatur	94.1	90.3
De Kalb	33.1	NA
Des Plaines	53.6	56.5
Downers Grove	39.3	44.0
East St. Louis	55.2	50.2
Elgin	63.8	72.0
Elk Grove Village	28.9	NA
Elmhurst	44.3	44.5
Evanston	73.7	71.4
Freeport	26.4	NA
Galesburg	35.3	NA
Glenview	30.8	NA
Granite City	36.8	35.7
Hanover Park	28.9	NA
Harvey	35.8	NA
Highland Park	30.6	NA
Hoffman Estates	38.3	NA
Joliet	78.0	77.8
Kankakee	30.1	28.7
Lansing	29.0	NA
Lombard	37.3	NA
Maywood	28.0	NA
Moline	45.7	44.6
Mount Prospect	52.6	54.0
Naperville	42.3	63.4
Niles	30.4	NA
Normal	35.7	39.2
Northbrook	30.7	NA
North Chicago	38.8	42.7
Oak Forest	26.1	NA
Oak Lawn	60.6	57.9
Oak Park	54.9	54.4
Palatine	32.2	NA
Park Forest	26.2	NA
Park Ridge	38.7	NA
Pekin	34.0	32.7
Peoria	124.2	114.6
Quincy	42.4	39.7

Rock Island	47.0	43.8
Rockford	139.7	137.8
Schaumburg	52.3	61.0
Skokie	60.3	59.3
Springfield	99.6	102.5
Tinley Park	26.2	NA
Urbana	36.0	36.0
Waukegan	67.7	74.6
Wheaton	43.0	50.3
Wilmette	28.2	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
*Aurora-Elgin	316.0	354.4
Bloomington-Normal	119.1	124.8
Champaign-Urbana-Rantoul	168.4	172.2
*Chicago	6,060.0	6,177.3
Davenport-Rock Island-Moline, IA/IL	384.0	374.0
Decatur	131.4	126.5
*Joliet	355.0	383.8
Kankakee	102.9	102.4
*Lake County	440.0	486.0
Peoria	365.9	355.4
Rockford	279.5	284.2
St. Louis, MO/IL	2,377.0	2,463.7
Springfield	187.8	194.0

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS	950.2	41.6	11.09
Aurora-Elgin	37.2	41.5	10.71
Bloomington-Normal	6.1	38.7	11.38
Champaign-Urbana-Rantoul	8.2	40.4	9.33
Chicago	553.9	42.3	10.81
Davenport-Rock Island-Moline	32.8	38.8	12.71
Decatur	13.4	41.3	14.20
Joliet	19.9	41.2	12.07
Lake County	44.5	41.1	11.63
Peoria	34.6	47.8	12.76
Rockford	44.9	43.0	11.39
Springfield	3.9	44.4	12.05

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ILLINOIS	5,818.5	312.8	5.4
Aurora-Elgin	179.9	7.4	4.1
Bloomington-Normal	66.9	2.7	4.1
Champaign-Urbana-Rantoul	86.9	2.7	3.1
Chicago	3,214.6	164.2	5.1
Davenport-Rock Island-Moline	180.2	11.0	6.1
Decatur	57.3	3.9	6.8

Area Wage Survey

Average straight-time hourly earnings

	Davenport Rock Island Moline, IA/IL 2/86	Chicago 7/88	St. Louis, MO/IL 3/88	Champaign Urbana Rantoul 8/88	Decatur 7/88
Office, professional, & technical					
Payroll clerks $	9.36	9.23	8.51	8.69	8.43
Accounting clerks	8.81	8.75	8.00	7.00	9.30
File clerks	5.32	6.59	5.47	4.43	6.13
Typists	9.28	7.53	6.88	NA	NA
Key entry operators	9.28	7.77	6.86	6.73	7.46
Secretaries	11.66	11.21	9.85	7.84	11.65
Stenographers	NA	10.75	9.18	NA	NA
Switchbd opr-receptionists	6.27	7.58	6.59	6.54	6.93
Word processors	7.25	9.81	7.56	7.75	7.97
Drafters	11.80	12.42	12.39	NA	14.88
Electronics technicians	12.79	14.65	14.45	NA	NA
Computer operators	10.89	10.46	9.83	7.95	10.38
Computer programmers	12.34	14.45	13.77	11.42	13.31
Computer systems analysts	16.03	18.71	17.73	NA	17.74
Maintenance & powerplant					
Carpenters	14.37	16.32	14.49	NA	NA
Electricians	14.92	15.63	15.53	12.14	14.32
Engineers, stationary	14.89	15.44	15.38	NA	15.28
Machinists	14.27	14.63	15.80	NA	NA
Mechanics (machinery)	14.11	14.19	12.87	13.27	14.80
Tool & die makers	15.82	15.11	16.04	NA	14.69
Custodial & material movement					
Guards	12.49	6.23	5.39	NA	NA
Janitors, porters, & cleaners	7.65	7.06	5.14	7.60	6.22
Laborers, mat'l handling	11.27	10.93	12.04	NA	11.56
Shippers & receivers	NA	9.82	10.59	6.68	NA
Truckdrivers	12.61	14.66	13.20	NA	11.85
Forklift operators	11.79	11.03	12.17	10.45	12.25

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From a U.S. Customs Port of Entry to low labor rates, we can improve your bottom line.

Our location—where the Mississippi River and I-80 meet in eastern Iowa, just 165 miles from Chicago—is central and convenient. Your products can be delivered quickly to anywhere in the U.S. With 19 million consumers within 200 miles, we are the largest metro area in the Midwest.

Our labor rates are 4% to 30% less than the national average and our worker productivity is a documented 22% greater. You get an edge in profitability.

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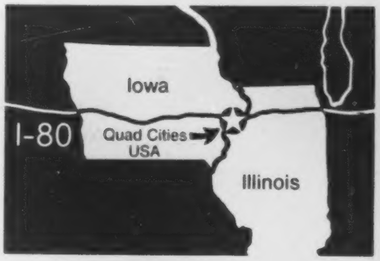
Our skilled workforce with productive labor attitudes, favorable utility rates and incentives, plus a Spirit of Unity at state and local levels all combine to lower your operating costs.

Check out all the Quad Cities advantages. **Call Don Gibeault, Vice President, Quad-City Development Group, at 1-800-747-7436.** Or Fax your inquiry to 309-788-4964.



QUAD CITIES USA

Quad-City Development Group
1639-2nd Avenue, Suite 406
Rock Island, Illinois 61201-8601 U.S.A.

Circle 45 on Brochure Service Card

ILLINOIS

Joliet		
193.2	10.6	5.5
Lake County		
280.0	9.3	3.3
Peoria		
154.3	8.3	5.4
Rockford		
145.6	8.1	5.5
Springfield		
109.3	4.6	4.2

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	190.6	38.0	17.47
MANUFACTURING	931.7	41.6	10.85
DURABLE GOODS	566.7	42.0	11.09
Lumber & wood prods.-SIC 24	9.9	41.3	7.40
Furniture & fixtures-SIC 25	16.7	41.3	9.00
Stone, clay, & glass prods.-SIC 32	23.4	41.1	11.17
Primary metal industries-SIC 33	53.8	43.6	12.89
Fabricated metal products-SIC 34	108.9	42.3	11.00
Machinery, except electrical-SIC 35	135.9	42.9	12.22
Electrical & electronic equip.-SIC 36	121.8	41.2	9.45
Transportation equipment-SIC 37	42.6	41.7	12.99
Instruments & related prods.-SIC 38	30.8	40.1	10.11
Misc. mfg. inds.-SIC 39	22.8	40.8	8.07

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Chicago.

Addison (C)
Alton 6, 13, 19 (St. Louis, MO)
Arlington Heights 7 (C)
Aurora 4 (C)
Belleville 10, 13, 22 (St. Louis, MO)
Berwyn 4, 5 (C)
Bloomington 9, 19, 30, 37, 55, 70
Bolingbrook (C)
Burbank (C)
Calumet City 2 (C)
Carbondale 61
Champaign 9, 13, 19, 30, 37, 39, 55, 60, 70, 72, 74
Chicago 1-5, 7-10, 12-15, 18, 19, 20, 21, 24-38, 40-56, 59, 60, 62, 64-69, 72-76
Chicago Heights 2, 9-11, 21, 24 (C)
Cicero 2-4 (C)
Danville 9, 10, 19, 37
Decatur 10, 13, 18, 19, 30, 37, 70
DeKalb 7 (Rockford)
Des Plaines 7, 25 (C)
Downer's Grove 4 (C)
East St. Louis 4, 7, 9, 10, 13, 17-20, 22-24 (St. Louis, MO)
Elgin 7, 21 (C)
Elk Grove Village 7, 21 (C)
Elmhurst 5, 7 (C)
Evanston 7 (C)
Freeport 5 (Rockford)
Galesburg 1, 4, 37
Glenview 7, 21 (C)
Granite City 7, 9, 10, 13, 19, 20, 23, 24 (St. Louis, MO)
Hanover Park 21 (C)
Harvey 2, 12, 13 (C)
Highland Park 7 (C)
Joliet 1, 7, 10, 11, 13 (C)
Kankakee 13 (C)
Lansing 9 (C)
Lombard 7 (C)
Maywood 7, 14 (C)
Moline 4, 15, 21, 32-34, 37, 55, 56, 58, 71-74
Mount Prospect 7 (C)
Naperville 4 (C)
Niles 21 (C)
Normal 19 (Bloomington)
Northbrook 21 (C)
North Chicago 7, 11 (C)
Oak Forest 7 (C)
Oak Lawn 2, 10, 19 (C)
Oak Park 2, 7 (C)
Palatine 7 (C)
Park Forest 11 (C)
Park Ridge 7 (C)
Pekin 9, 13 (Peoria)
Peoria 1, 4, 7, 9, 13, 19, 30, 32, 37, 55, 57, 71-74
Quincy 4, 19, 37, 70
Rock Island 4, 15, 21 (Moline)
Rockford 4, 5, 55, 57
Schaumburg 21 (C)
Skokie 7, 21 (C)
Springfield 10, 13, 19, 30, 32, 37, 55, 63, 71
Tinley Park 7 (C)
Urbana 9, 13, 19 (Champaign)
Waukegan 7, 11 (C)
Wheaton 7 (C)
Wilmette 7 (C)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Baltimore & Ohio Chicago Terminal
3. Belt Railway Co. of Chicago
4. Burlington Northern R.R. Co.
5. Chicago Central & Pacific Railroad
6. Chicago, Missouri & Western Railway
7. Chicago & North Western
8. Chicago S. Shore & S. Bend R.R.
9. Conrail
10. CSX Transportation, Inc.
11. Elgin, Joliet & Eastern Railway Co.
12. Grand Trunk Western R.R. Co.
13. Illinois Central
14. Indiana Harbor Belt R.R. Co.
15. Iowa Interstate R.R. Ltd.
16. Milwaukee Road
17. Missouri-Kansas-Texas R.R. Co.
18. Norfolk Southern Corp.
19. Norfolk and Western Railway
20. St. Louis Southwestern Railway Co.
21. Soo Line Railroad Co.
22. Southern Railway
23. Terminal R.R. Assn. of St. Louis
24. Union Pacific Railroad
25. Wisconsin Central Ltd.

Airlines

26. Air Canada
27. Air France
28. Alaska Airlines
29. Alitalia
30. Allegheny Commuter
31. American
32. American Eagle
33. America West
34. Braniff
35. British Airways
36. Continental
37. Continental Express-Britt North
38. Delta
39. Delta Connection-Comair
40. Direct Air
41. Eastern
42. Ecuatoriana
43. El Al
44. Great Lakes Aviation
45. Iberia
46. Icelandair
47. Japan Air Lines
48. KLM
49. Lot
50. Lufthansa
51. Mexicana
52. Midstate Airlines
53. Midway Airlines, Inc.
54. Midway Connection-Iowa Airways
55. Midway Connection-Midway Commuter-Fisher Bros.
56. Northwest
57. Northwest Airlink-Express Airlines 1
58. Northwest Airlink-Mesaba Aviation
59. Pan American World Airways, Inc.
60. Piedmont
61. Prime Air
62. Propheter Aviation
63. Resort Air, Inc.
64. Royal Jordanean
65. Sabena
66. SAS
67. Southwest Airlines
68. Swissair
69. Trans North Aviation
70. Trans World Express-Air Midwest
71. Trans World Express-Resort Air
72. TWA
73. United
74. United Express-Air Wisconsin
75. USAir
76. Yugoslav Airlines

UTILITIES:

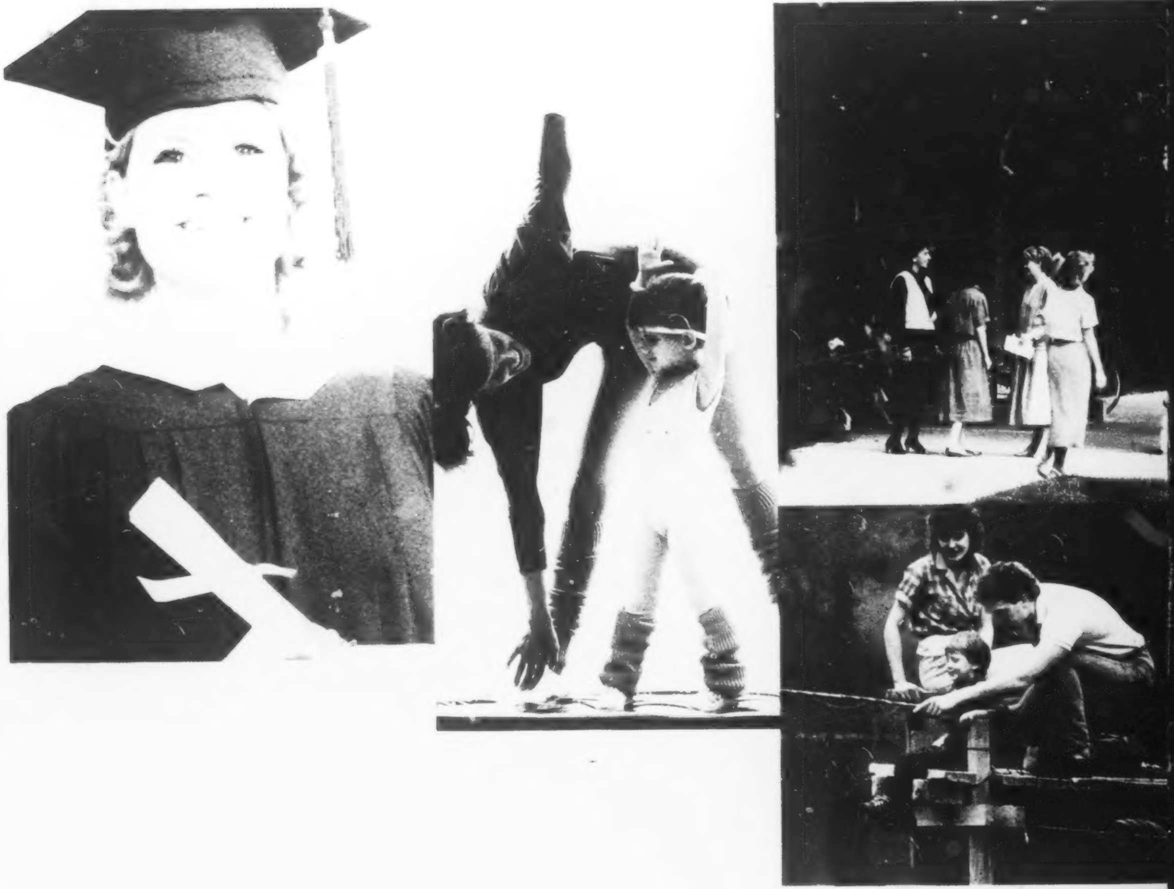
Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

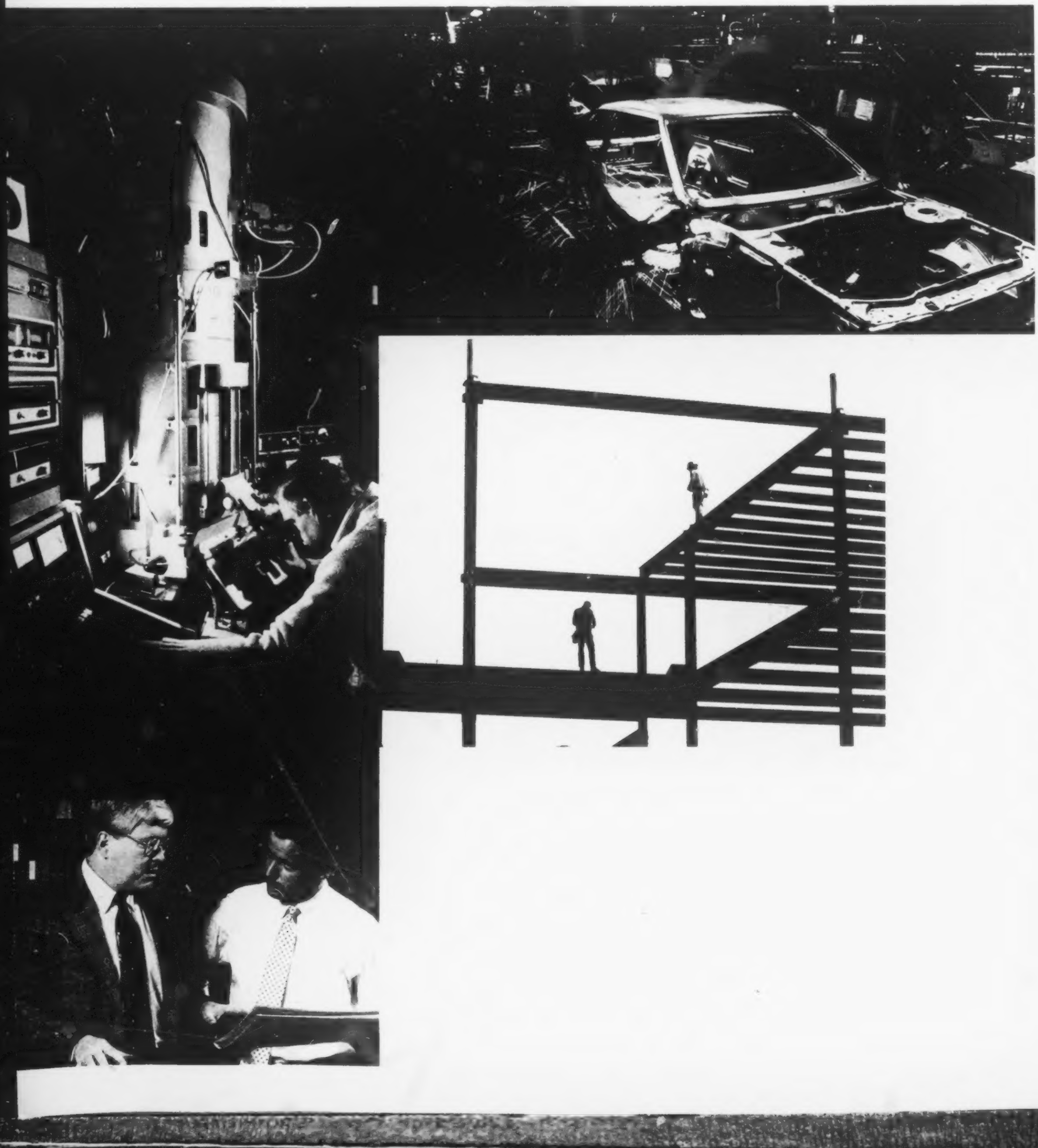
Addison — 3e, 7g
Alton — 11eg
Arlington Heights — 3e, 7g
Aurora — 3e, 7g
Belleville — 4eg
Berwyn — 3e, 7g
Bloomington — 4e, 7g
Bolingbrook — 3e, 7g
Burbank — 3e, 7g
Calumet City — 3e, 7g
Carbondale — 2eg
Champaign — 4eg
Chicago — 3e, 9g
Chicago Heights — 3e, 7g
Cicero — 3e, 7g
Danville — 4eg
Decatur — 4eg
DeKalb — 3e, 7g
Des Plaines — 3e, 7g
Downers Grove — 3e, 7g
East St. Louis — 11e
Elgin — 3e, 7g

Northern Illinois is

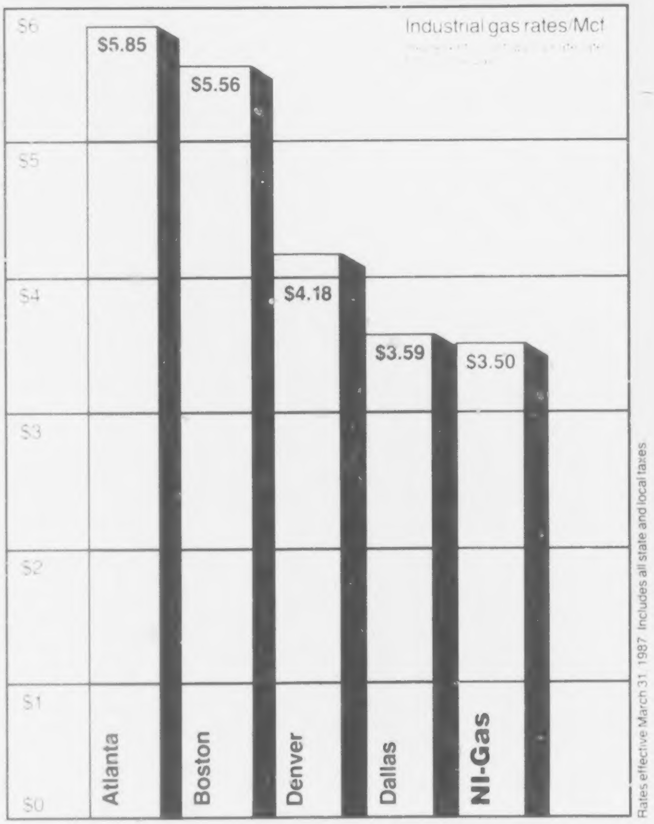
a great place to raise your kids... raise



your productivity... raise your revenues...



...and lower your energy costs.



Rates effective March 31, 1987. Includes all state and local taxes.

Uninterrupted, low-cost natural gas energy
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plus
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plus
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NORTHERN ILLINOIS GAS

Elk Grove Village — 3e, 7g
Elmhurst — 3e, 7g
Evanston — 3e, 7g
Freeport — 3e, 7g
Galesburg — 4eg
Glenview — 3e, 7g
Granite City — 4eg
Hanover Park — 3e, 7g
Harvey — 3e, 7g
Highland Park — 3e, 8g
Hoffman Estates — 3e, 7g
Joliet — 3e, 7g
Kankakee — 3e, 7g
Lansing — 3e, 7g
Lombard — 3e, 7g
Maywood — 3e, 7g
Moline — 5eg
Mt. Prospect — 3e, 7g
Naperville — 6e, 7g
Niles — 3e, 7g
Normal — 4e, 7g
Northbrook — 3e, 7g, 8g
North Chicago — 3e, 8g
Oak Forest — 3e, 7g
Oak Lawn — 3e, 7g
Oak Park — 3e, 7g
Palatine — 3e, 7g
Park Forest — 3e, 7g
Park Ridge — 3e, 7g
Pekin — 1eg
Peoria — 1eg
Quincy — 2eg
Rock Island — 5eg
Rockford — 3e, 7g
Schaumburg — 3e, 7g
Skokie — 3e, 7g
Springfield — 10e, 1g
Tinley Park — 3e, 7g
Urbana — 4e
Waukegan — 3e, 8g
Wheaton — 3e, 7g
Wilmette — 3e, 7g

1. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
2. Central Illinois Public Service
   607 E. Adams St., Springfield 62739
3. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
4. Illinois Power Co.
   500 S. 27th St., Decatur 62525
5. Iowa-Illinois Gas & Elec. Co.
   206 E. 2nd St., Box 4350, Davenport, IA 52808
6. Naperville Electrical Dept.
   175 W. Jackson Ave., Naperville 60566
7. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507-0190
8. North Shore Gas Co.
   122 S. Michigan Ave., Chicago 60603
9. Peoples Gas Light & Coke Co.
   122 S. Michigan Ave., Chicago 60603
10. Springfield Water, Lt. & Pwr. Dept.
    201 Municipal Bldg., Springfield 62757
11. Union Electric Co., 1901 Gratiot St., St. Louis, MO 63103

Rural utilities contacts:

Assn. of Illinois Elec. Co-ops
Robert W. Patton, Dir., Member Svcs.
P.O. Box 3787
Springfield 62708
217/529-5561

Dairyland Power Co-op
Richard Williams, Mktg. & Area Rltns.
2615 East Ave. S., P.O. Box 817
La Crosse, WI 54602-0817
608/788-4000

Southern Illinois Power
James Whitright, Elec. Sys. Dept. Mgr.
Rte. 4, Box 311, Marion 62959
618/997-1116

Soyland Power Co-op, Inc.
Douglas Dougherty, Econ. Dev. Dir.
P.O. Box A-1606, Decatur 62525
217/875-2420

Western Illinois Power Co-op, Inc.
Douglas Dougherty
P.O. Box A-1606, Decatur 62525
217/875-2420

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,800	71,200
Clays (excl. fuller's earth)	297	1,146
Gem stones	NA	15
Sand & gravel:		
Construction	28,100	87,100
Industrial	4,400	45,500
Stone:		
Crushed	43,600	177,800
Dimension	2	107
Combined value of barite (1985), cement (masonry), clays (fuller's earth), copper (1985-86), fluorspar, lead, lime, peat, silver (1985-86), tripoli, and zinc		71,474
Total 1987 (preliminary)		454,342

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Aurora	20	73	6618	733
Chicago	21	73	6455	740
Danville	26	75	5599	1009
Decatur	26	77	5453	1175
DeKalb	19	73	6703	767
Moline	20	75	6498	899
Peoria	22	75	6226	948
Quincy	24	77	5789	1120
Rockford	18	73	6952	714
Springfield	25	77	5654	1165
Urbana	25	75	5758	1019
Waukegan	20	72	6881	591

DEVELOPMENT COUNSELORS:

State Development Agency

Hedges, Jay, Dir.
Illinois Dept. of Commerce & Community Affairs
620 E. Adams
Springfield, 62706
217/782-7500

Areas & Others

Aurora

Becker, Charles O., R.E. Mgr.
Northern Ill. Gas Co.
P.O. Box 190, 60507-0190
312/983-8888

Chicago

Abel, Joseph H.
City of Chicago Econ. Dev. Cmsn.
1503 Merchandise Mart, 60654
312/744-9550

Stephens, Jack, Econ. Dev. Coord.
Commonwealth Edison
P.O. Box 767, 60690
312/294-3038

Moore, Judy, Assoc.
Paine/Wetzel Assoc., Inc.
550 W. Jackson Blvd., 60606
312/559-0600

Koska, Edward T., Adv. Mgr.
Peoples Energy Corp.
122 S. Michigan Ave., 60603
312/431-4860

Decatur

Eggars, Richard L., C.I.D.
Treat, Robb, Supv. Econ. Dev. Svcs.
Illinois Power Co.
Econ. Dev. Dept.
500 S. 27th St., 62525
217/424-6465

Joliet

Fitzgerald, Ruth C., Exec. Dir.
Joliet/Will Cty. Ctr. for Econ Dev.
2 Rialto Sq., 60431
815/723-1800

Matteson

Johnson, Jeff, Dev. Planner
Village Hall, Dept. 5730, 60443
312/481-8373

Oglesby

Brandt, Helen M., Exec V.P.
Northern Illinois Ind. Dev. Corp.
2578 E. 350th Rd., 61348
815/224-4833

Peoria

Ogden, Stan, Econ. Dev. Rep.
Central Ill. Light Co. (CILCO)
300 Liberty St., 61602
309/672-5015

Quad Cities

Wetzel, John, Dir. AD
Iowa-Illinois Gas & Elec. Co.
319-18th St., 61201
319/326-7135

Quincy

Mentesti, James E., Exec. Dir.
Great River Econ. Dev. Fdtn.
314 Maine St., 62301
217/223-4313

Springfield

Rakers, Ray, Eco. Dev. Coordinator
Central Illinois Public Service Co. (CIPS)
607 E. Adams St., 62739
217/525-5243

Waukegan

Byrd, Cranston O., Dpty. Dir.
Lake County Econ. Dev. Cmsn.
18 North County St., 60085
312/360-6350

Isely III, Charles C., Pres.
Waukegan/Lake Cty. Chamber of Comm.
414 N. Sheridan Rd., 60085-4096
312/249-3800

The Hoosier Spirit.

Hard work's a tradition in Indiana. And it always has been. So is the simple concept of showing up on time, working late, and always being ready to learn more about the job at hand.

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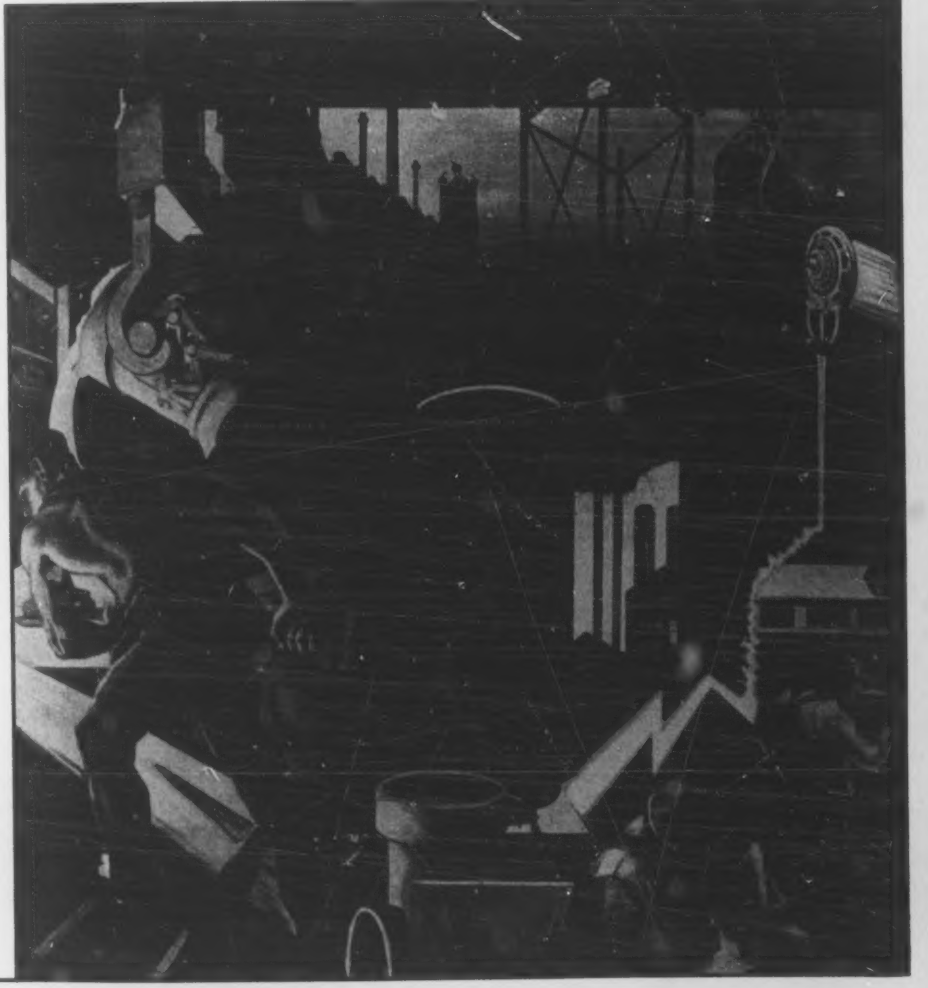
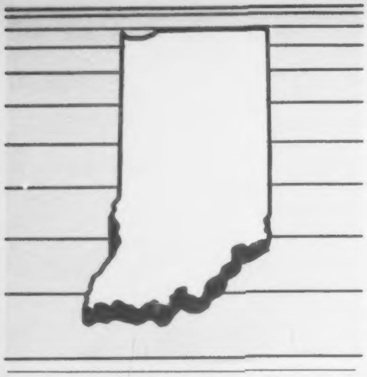
If you're interested in the possibilities Indiana provides, contact Gary Wobler, Hoosier Energy's Economic Development Director at P.O. Box 908, Bloomington, Indiana, 47402 or call (812) 876-2021.

Hoosier Energy
Economic Development
for Southern and Central Indiana



Circle 47 on Brochure Service Card



INDIANA

STATE INFORMATION:

Financial assistance to industry:

- Bonds for mfg. facilities
- Job training, assistance
- Enterprise Zones
- Building tax abatement (graduated)
- Mfg. machinery & equipment tax abatement (graduated)
- Financial assistance programs
- Grants & loans for site development
- Corp. for Science & Technology
- Corp. for Innovation Development

Tax rates:

Corporate income tax..... approx. 3.4%
Personal income tax......................3.4%
Personal property tax..... varies locally
Sales tax 5%
Franchise tax .... none
Incorporation tax .... $90 minimum, $15 certification fee
Inventory tax...... average ⅓ of 65% of cost of inventory
Gasoline tax .... $.15/gal.

Advanced education facilities:

Four-year colleges & universities 63
Two-year or junior colleges 75
Vocational & business schools......144

Medical facilities:
Hospitals:
General medical 118
Spec. medical ....8 (3 fed.)
Mental facilities..........................11
Psychiatric 19
Ambulatory surgery units...........22
Clinics 25

Labor analysis:

Civilian labor force 2,871,200 (11/88)
High-school grads. 70,284 (1987)

For additional labor market information, contact Dept. of Employ. & Training Svcs., 10 N. Senate Ave., Indianapolis, IN 46204, 317/232-7722

Environment controls:

Air & water pollution: Dept. of Environ. Mgt., 105 S. Meridian St., Indianapolis, IN 46202, 317/232-8603

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
INDIANA	5,490.2	5,570.8
Anderson	64.7	60.4
Bloomington	51.6	53.1
Columbus	30.3	NA
East Chicago	39.8	36.9
Elkhart	41.3	44.9
Evansville	130.5	128.8
Fort Wayne	172.2	175.1
Gary	152.0	140.6
Hammond	93.7	87.8
Highland	25.9	NA
Indianapolis	700.8	727.5
Kokomo	47.8	46.5
Lafayette	43.0	43.9
Lawrence	25.6	NA
Marion	35.9	NA
Merrillville	27.7	NA
Michigan City	36.9	NA
Mishawaka	40.2	41.5
Muncie	77.2	73.3
New Albany	37.1	37.3
Portage	27.4	NA
Richmond	41.3	38.8
South Bend	109.7	107.9
Terre Haute	61.1	57.4

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Anderson	139.3	131.2
Bloomington	98.4	101.4
*Cincinnati, OH/KY/IN	1,401.4	1,423.6
Elkhart-Goshen	137.3	148.0
Evansville, IN/KY	276.0	283.4
Fort Wayne	354.0	359.1
*Gary-Hammond	642.8	629.0
Indianapolis	1,166.9	1,229.0
Kokomo	103.7	102.6
Lafayette-N. Lafayette	121.7	122.8
Louisville, KY/IN	957.0	966.1
Muncie	128.6	121.0
South Bend-Mishawaka	280.8	241.3
Terre Haute	176.6	133.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA		
638.0	42.0	11.50
Gary-Hammond		
57.2	NA	NA
Indianapolis		
106.4	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
INDIANA		
2,861.0	131.5	4.6
Anderson		
59.8	3.1	5.2
Bloomington		
63.3	1.7	2.8
Elkhart-Goshen		
98.2	3.0	3.1
Evansville		
145.9	7.4	5.0
Fort Wayne		
205.3	8.1	4.0
Gary-Hammond		
255.1	13.9	5.4
Indianapolis		
686.5	29.1	4.2
Lafayette		
70.1	1.7	2.4
Muncie		
61.9	3.5	5.6
South Bend-Mishawaka		
132.3	6.3	4.8
Terre Haute		
59.4	3.0	5.1

*preliminary figures

Industrial Mix (1987)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
99.8	NA	NA
MANUFACTURING		
616.0	41.9	11.06
DURABLE GOODS		
444.1	42.0	11.45
Lumber & wood prods.-SIC 24		
22.7	41.1	7.69
Furniture & fixtures-SIC 25		
21.9	39.9	7.51
Stone, clay, & glass prods.-SIC 32		
19.4	41.6	10.81
Primary metal industries-SIC 33		
67.2	43.9	13.58
Fabricated metal products-SIC 34		
54.3	41.9	9.99
Machinery, except electrical-SIC 35		
60.6	43.3	11.57
Electrical & electronic equip.-SIC 36		
85.5	40.3	11.25
Transportation equipment-SIC 37		
88.3	42.4	13.42
Instruments & related prods.-SIC 38		
14.6	40.7	9.51
Misc. mfg. inds.-SIC 39		
9.5	40.7	8.41

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 3 (Muncie)
Bloomington 4, (Indianapolis)
Columbus 3
East Chicago 1, 2, 5, 7, 9 (Chicago, IL)
Elkhart 3, 25
Evansville 3, 4, 11, 15, 19, 21, 28, 30-32, 35, 36
Fort Wayne 3, 8, 9, 13-15, 20, 21, 26, 27, 30, 31, 35
Gary 2-5, 7, 9 (Chicago, IL)
Hammond 1-5, 7, 9 (Chicago, IL)
Indianapolis 3, 4, 9, 12-14, 16-21, 23, 24, 27-31, 33, 34, 36
Kokomo 3, 9, 22
Lafayette 3, 4, 9, 19, 26, 31
Marion 3, 4, 9 (Kokomo)
Michigan City 2-4, 9 (South Bend)
Mishawaka 3, 6 (South Bend)
Muncie 4, 9, 19

INDIANA

New Albany 3, 4, 10, 11 (Louisville, KY)
Richmond 3, 4, 9 (Dayton, OH)
South Bend 2, 3, 9, 13, 15, 19, 21, 26, 27, 30, 32, 35
Terre Haute 3, 4, 10, 13, 19

Railroads

1. Baltimore & Ohio Chicago Terminal
2. Chicago S. Shore & S. Bend R.R.
3. Conrail
4. CSX Transportation, Inc.
5. Elgin, Joliet & Eastern Railway Co.
6. Grand Trunk Western R.R. Co.
7. Indiana Harbor Belt R.R. Co.
8. Norfolk Southern Corp.
9. Norfolk and Western Railway
10. Soo Line Railroad
11. Southern Railway

Airlines

12. Air Canada-Commuter Express
13. Allegheny Commuter
14. American
15. American Eagle
16. American Trans Air
17. Braniff
18. Continental
19. Continental Express-Britt North
20. Delta
21. Delta Connection-Comair
22. Direct Air
23. Eastern
24. Midway Airlines, Inc.
25. Midway Connection-Iowa Airways
26. Midway Connection-Midway Commuter-Fischer Bros.
27. Northwest
28. Northwest Airlink-Express Airlines
29. Pan American World Airways, Inc.
30. Piedmont
31. Piedmont Regional-Henson
32. Trans World Express-Air Midwest
33. TWA
34. United
35. United Express-Air Wisconsin
36. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 1e, 4e, 3g
Bloomington — 9e, 3g
Columbus — 9e, 3g
East Chicago — 8eg
Elkhart — 4e, 8g
Evansville — 12eg
Fort Wayne — 4e, 8g
Gary — 8eg
Hammond — 8eg
Highland — 8eg
Indianapolis — 5e, 2g
Kokomo — 9e, 6g
Lafayette — 9e, 3g
Lawrence — 5e
Marion — 4e, 2g, 3g
Merrillville — 8eg
Michigan City — 8eg
Mishawaka — 4e, 7e, 8g
Muncie — 4e, 3g
New Albany — 9e, 3g
Portage — 8eg
Richmond — 4e, 11e, 10g
South Bend — 4e, 8g
Terre Haute — 9e, 13g

1. Anderson Mun. Lt. & Power Dept.
   550 Baxter Rd., Anderson 46011
2. Citizens Gas & Coke Utility
   2020 N. Meridian St., Indianapolis 46202-1306
3. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis 46202
4. Indiana & Michigan Power Co.
   One Summit Sq., Box 60
   Ft. Wayne 46801
5. Indianapolis Power & Light Co.
   25 Monument Circle, Box 1595-B
   Indianapolis 46206
6. Kokomo Gas & Fuel Co.
   900 E. Blvd., Kokomo 46902
7. Mishawaka Municipal Utilities
   126 N. Church St., Mishawaka 46544
8. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320
9. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
10. Richmond Gas Corp.
    33 S. 7th St., Richmond 47374
11. Richmond Power & Light
    2000 U.S. 27 S., Box 908, Richmond 47374
12. Southern Indiana Gas & Elec. Co.
    20-24 N.W. 4th St., Evansville 47741
13. Terre Haute Gas Corp.
    632 Cherry St., Terre Haute 47807

Rural utilities contacts:

Hoosier Energy Rural Elec. Co-op, Inc.
Gary Wobler, Dept. Mgr., Mktg. Svcs.
P.O. Box 908, Bloomington 47402
812/876-2021

Indiana & Michigan Power Co.
R.Y. Adams, Eco. Dev. Consultant
One Summit Sq., Box 60
Ft. Wayne 46801
219/425-2153

Indiana Statewide Assn. of RECs, Inc.
Steve Hilton, Econ. Dev. Dir.
P.O. Box 24517, Indianapolis 46214
317/248-9453

Wabash Valley Power Assn.
R. Donald Dexheimer, Mktg. Mgr.
722 N. High School Rd.
Indianapolis 46224
317/247-1596

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	430	25,000
Portland	2,500	108,000
Clays (excl. fire clay)	779	3,150
Gem stones	NA	W
Peat	46	842
Sand & gravel:		
Construction	19,000	65,000
Industrial	220	1,450
Stone:		
Crushed	26,400	92,500
Dimension	169	20,923
Combined value of abrasives, gypsum, lime, stone (crushed, marl), and value indicated by symbol W		28,599
Total 1987 (preliminary)		345,464

* thousand short tons
W withheld to avoid disclosing company proprietary data

Area Wage Survey

Average straight-time hourly earnings

	Gary Hammond E. Chicago, IN 11/86	Indianapolis 10/88	South Bend 8/86	Louisville, KY/IN 11/86	Kokomo 1/88
Office, professional, & technical					
Payroll clerks	$ 9.78	8.80	7.30	8.03	9.27
Accounting clerks	9.82	7.75	6.73	7.87	8.88
File clerks	NA	5.99	5.16	5.70	NA
Typists	8.44	6.34	NA	6.36	NA
Key entry operators	8.99	7.05	6.33	6.17	9.62
Secretaries	10.34	10.94	9.41	9.82	NA
Stenographers	NA	NA	NA	NA	NA
Switchbd opr-recep'st	6.38	6.32	6.23	6.72	7.23
Word processors	NA	7.60	6.20	NA	9.89
Drafters	11.60	11.99	9.51	13.24	NA
Electronic technicians	14.79	12.23	11.96	10.28	NA
Computer operators	11.03	9.53	8.15	9.13	12.38
Computer programmers	13.46	13.49	11.14	13.13	NA
Computer systems analysts	16.00	17.58	15.20	16.67	NA
Maintenance & powerplant					
Carpenters	13.33	15.35	10.89	13.23	NA
Electricians	14.35	15.58	12.07	14.34	NA
Engineers, stationary	13.13	NA	NA	12.80	16.78
Machinists	14.23	14.28	11.27	13.45	15.27
Mechanics (machinery)	14.24	15.47	10.85	15.20	16.50
Tool & die makers	NA	15.54	NA	NA	NA
Custodial & material movement					
Guards	6.82	6.63	8.27	4.80	NA
Janitors, porters & cleaners	6.57	5.70	7.59	5.71	13.01
Laborers, material handling	6.33	11.07	11.82	9.86	NA
Shippers & receivers	NA	NA	9.70	8.39	NA
Truckdrivers	12.64	11.33	9.90	10.90	14.18
Forklift operators	11.80	11.73	9.54	10.63	14.37

We help [illegible] medical technology [illegible]

WE [illegible]
FOR Y[illegible]

When [illegible] pedi[illegible] assi[illegible] their [illegible]

[illegible] idly. De[illegible] extensiv[illegible] research [illegible] and [illegible] So we [illegible]

[illegible] about the [illegible]

INDIANA

[illegible] make it

[illegible]-8888

Indiana De[illegible] IN 46204-2288

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anderson	26	74	5884	890
Columbus	28	75	5509	964
Evansville	31	78	4729	1378
Fort Wayne	23	73	6320	786
Gary	23	74	6251	875
Indianapolis	26	75	5650	988
Kokomo	25	74	6035	962
Marion	24	73	6318	734
Richmond	26	73	5973	728
South Bend	23	73	6377	710
Terre Haute	26	76	5521	1049

DEVELOPMENT COUNSELORS:

State Development Agency

O'Bannon, Lt. Gov. Frank, Dir.
Indiana Dept. of Commerce
One N. Capital, Suite 700
Indianapolis, 46204
317/232-8888

Areas & Others

Bloomington
Dir. Eco. Dev.
Hoosier Energy Rural Elec. Coop.
P.O. Box 908, 47402
812/879-2021

Heinmiller, Joseph
Bus. Innovation Center
South Central Indiana
1821 W. Third St., 47401
812/332-1111

Clinton
O'Conner, James
Clinton County IDC
224 Elm St., 47842
317/832-3545

Evansville
Vercauteren, Pat, Exec. V.P. & Gen. Mgr.
Metropolitan Evansville C. of C.
100 N.W. Second St., 47708
812/425-8147

Fort Wayne
Brown, David G., Dir. V.P.
Gtr. Ft. Wayne C. of C.
826 Ewing St., 46802
219/424-1435
Adams, Robert Y., Econ. Dev. Mgr.
Indiana Michigan Power
1 Summit Sq.,
P.O. Box 60, 46801
219/425-2153
Schrock, Lincoln, Dir.
Indiana Northeast Dev.
P.O. Box 11099, 46855

Gary
Arshami, Taghi, Chief of Plng.
Gary Planning Dept.
475 Broadway, Ste 306, 46402

Hammond
Bowles, Edward H., Area Div. Dir.
Northern Indiana Public Service Co.
5265 Hohman Ave., 46320
800/262-6477

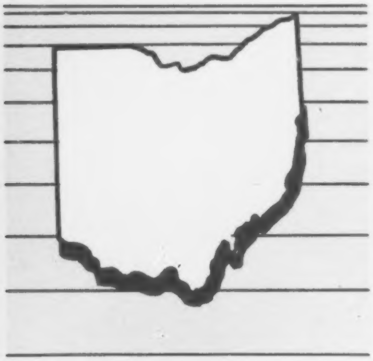
Indianapolis
Butler, Joseph, Mgr. & Corp. Comm.
Indianapolis Power & Light Co.
P.O. Box 1595B, 46206
317/261-8259
Fowler, Robert D., V.P.
Indiana Chamber of Comm.
One North Capitol, Ste 200, 40204
317/634-6407
Roof, Douglas J., Pres.
Indianapolis Private Ind. Council
32 E. Washington St., 46204
317/639-4441

New Castle
Bogue, Charles R., CID, Pres.
New Castle/Henry Cty.
327 S. 14th St., 47362
317/529-4635

North Vernon
Hicks, Gregory F.
Jennings Cty. Econ. Dev.
Chamber of Commerce
44 Short St., 47265
812/346-2388

Plainfield
Fulford, K. Scott, Econ. Dev. Rep.
Public Service of Indiana
1000 East Main St., 46168
317/838-1954

Richmond
McDermott, Bill, CID, Exec. Dir.
Richmond Econ. Growth & Dev.
50 N. Fifth St., 47374
317/983-7234



OHIO

STATE INFORMATION:

Financial assistance to industry:
- Tax exempt bonds for land, building, & equipment
- Aid for job training
- Low-interest direct loans for land, buildings, equip., & machinery
- Taxable revenue bonds for air, noise, & water pollution control equipment
- Taxable revenue bonds for all businesses (avail. approx. 4/88)

Tax rates:
- Corporate franchise tax .....the greater of 5.1% on first $25,000 OH income plus 8.9% on OH income above $25,000, or 5.82 mills of net worth. Min. fee is $50. Corps. that pay tax on net income are subject to 2.7% surtax.
- Personal income tax............ graduated .743%-6.900%
- Sales Tax .... 5% (state rate)
- Incorporation tax .....based on number of authorized shares. Min. fee is $50.
- Inventory tax............ 29% of true value times millage rate of local taxing district
- Gasoline tax .... 14.7¢/gal.

Advanced education facilities:
- Four-year colleges & universities:
  - 13 state four-year colleges (incl. 2 med. schools) & 27 branch campuses
  - 71 private universities/colleges
- Two-year or junior colleges 23
- Vocational..58

Medical facilities:
- Hospitals 246
- Clinics .... NA

Labor analysis:
- Civilian labor force.....5,262,700 (11/87)
- High school graduates.............121,844

For additional labor market information, contact Bureau of Employ. Services, 1160 Dublin Rd., Columbus, OH 43215, 614/481-5783

Environment controls:

Air pollution: Ms. Patricia Walling, Ohio Environ. Protection Agency, Office of Air Pollution Control, 1800 Water Mark Dr., Columbus, OH 43215, 614/481-7000

Water pollution: Mike Tin, Ohio Environ. Protection Agency, Div. of Water Pollution Control, (same address as above), 614/481-7000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
OHIO	10,797.4	10,834.9
Akron	237.2	223.1
Alliance	24.3	NA
Barberton	29.8	27.9
Beaver Creek	31.6	NA
Bowling Green	25.7	26.2
Brook Park	26.2	NA
Brunswick	27.7	NA
Canton	94.7	88.0
Cincinnati	385.5	371.8
Cleveland	573.8	534.4
Cleveland Heights	56.4	55.0
Columbus	564.9	575.2
Cuyahoga Falls	43.7	49.2
Dayton	203.6	180.4
East Cleveland	37.0	NA
Elyria	57.5	58.0
Euclid	60.0	56.6
Fairborn	29.7	NA
Fairfield	30.8	NA
Findlay	35.6	NA
Garfield Heights	33.4	NA
Hamilton	63.2	64.5
Kent	26.2	28.7
Kettering	61.2	60.1
Lakewood	62.0	59.0
Lancaster	35.0	35.5
Lima	47.4	47.2
Lorain	75.4	73.0
Mansfield	53.9	51.6
Maple Heights	29.7	NA

Here's What You Find When You Look At The Cincinnati Tri-State.

Look in the right place and the rewards become clear. The jewels of The Cincinnati Tri-State are yours to discover.

The Opportunities Of Three States:

Three leading business states—linked by a booming downtown—give you endless possibilities. Three tax structures. Three incentive plans. Three economic development departments.

A Stable Economy And Productive Work Force:

Cincinnati's Tri-State—Ohio, Kentucky and Indiana—won't take you on an economic roller coaster ride. Inflation and unemployment are routinely below national figures. Our workers' productivity, however, tops the national numbers.

Energy At The Right Price:

Your company's energy needs will be met efficiently, reliably. And affordably. Our rates are well below the national average.

A Transportation Hub Of The Nation:

Fly from our conveniently located international airport. Drive our network of interstates. Ship with our several railroad lines. Or how about the low cost haulers on the Ohio River.

A Location Where You Need To Be:

The Tri-State is within a day's drive of 20 major cities. Two days from 31 major cities. Also, 61% of all manufacturing plants are within 48-hour delivery time.

We've found the right place. For more information on what you'll find in The Cincinnati Tri-State, call or write: Area Development, The Cincinnati Gas & Electric Co., 139 East Fourth Street, Cincinnati, OH 45202, (513) 632-2595.

The Cincinnati Tri-State Solution

Circle 49 on Brochure Service Card

OHIO

Marion	37.0	NA
Massillon	30.6	32.5
Mentor	42.1	43.5
Middletown	43.7	45.2
Newark	41.2	41.8
North Olmsted	36.5	NA
Norwood	26.3	NA
Parma	92.5	90.3
Portsmouth	25.9	NA
Sandusky	31.4	NA
Shaker Heights	32.5	NA
South Euclid	25.7	NA
Springfield	72.6	69.3
Steubenville	26.4	NA
Stow	25.3	NA
Strongsville	28.6	NA
Toledo	354.6	341.0
Upper Arlington	35.6	NA
Warren	56.6	52.8
Youngstown	115.4	105.8
Zanesville	28.7	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
*Akron	660.3	648.5
Canton	404.4	404.7
*Cincinnati, OH/KY/IN	1,401.4	1,425.6
*Cleveland	1,898.7	1,842.7
Columbus	1,244.0	1,314.2
Dayton-Springfield	942.0	935.0
*Hamilton-Middletown	258.8	275.4
Huntington-Ashland, WV/KY/OH	336.0	334.0
Lima	154.8	157.8
*Lorain-Elyria	274.9	274.0
Mansfield	131.2	129.3
Parkersburg-Marietta, WV/OH	162.8	157.7
Steubenville-Weirton, OH/WV	163.1	152.6
Toledo	617.0	615.6
Wheeling, WV/OH	185.6	176.4
Youngstown-Warren	531.4	512.0

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO	1,110.8	43.4	12.06
Akron	65.9	43.6	11.41
Canton	44.0	43.1	11.45
Cincinnati	145.1	43.1	11.29
Cleveland	204.5	43.3	11.89
Columbus	104.3	41.5	11.62
Dayton-Springfield	103.8	43.7	12.68
Toledo	63.6	43.4	12.93
Youngstown-Warren	51.4	43.6	13.62

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OHIO	5,251.4	299.7	5.7
Akron	318.6	17.7	5.6
Car[illegible]	187.5	11.5	6.1
Cincinnati	758.1	35.9	4.7
Cleveland	921.8	47.7	5.2
Columbus	702.5	32.7	4.7
Dayton-Springfield	464.1	23.9	5.1
Toledo	312.2	17.6	5.6
Youngstown-Warren	221.2	15.4	7.0

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	177.0	38.6	14.63
MANUFACTURING	1,095.3	42.6	11.73
DURABLE GOODS	736.4	42.9	12.11
Lumber & wood prods.-SIC 24	19.6	41.0	7.31
Furniture & fixtures-SIC 25	14.4	40.9	8.64
Stone, clay, & glass prods.-SIC 32	48.0	42.0	10.71
Primary metal industries-SIC 33	95.4	44.5	13.54
Fabricated metal products-SIC 34	133.4	42.6	11.74
Machinery, except electrical-SIC 35	154.4	42.9	11.71
Electrical & electronic equip.-SIC 36	86.3	41.6	11.13
Transportation equipment-SIC 37	148.0	44.1	14.47
Instruments & related prods.-SIC 38	23.0	40.5	9.13

Area Wage Survey

Average straight-time hourly earnings

	Cincinnati, OH/KY/IN 7/88	Cleveland 9/88	Columbus 10/86	Dayton 12/85	Toledo, OH/MI 6/86
Office, professional, & technical					
Payroll clerks	$ 8.90	8.89	7.84	7.13	8.53
Accounting clerks	8.05	8.34	6.89	6.94	7.94
File clerks	6.13	5.65	4.96	6.58	5.25
Typists	7.45	8.11	6.86	7.58	7.96
Key entry operators	8.37	7.56	6.39	6.46	7.04
Secretaries	10.26	10.25	8.99	8.99	10.35
Stenographers	9.47	10.01	NA	9.08	10.13
Switchbd opr-receptionists	7.25	7.15	6.35	6.04	6.51
Word processors	8.22	8.38	7.19	NA	8.01
Drafters	11.39	10.65	10.36	11.25	10.33
Electronic technicians	11.74	11.24	11.49	11.01	13.13
Computer operators	9.86	9.62	9.03	8.71	9.13
Computer programmers	12.93	14.52	12.08	12.49	12.04
Computer systems analysts	17.04	17.22	16.82	15.44	15.61
Maintenance & powerplant					
Carpenters	13.32	15.73	NA	14.33	NA
Electricians	14.00	15.29	13.69	14.68	14.31
Engineers, stationary	13.32	13.74	13.08	14.69	14.09
Machinists	12.15	13.18	12.35	11.58	14.18
Mechanics (machinery)	12.83	14.30	12.40	13.83	14.27
Tool & die makers	15.14	14.93	14.88	15.03	14.12
Custodial & material movement					
Guards	4.79	4.96	4.97	6.49	12.12
Janitors, porters, & cleaners	5.55	6.33	5.00	7.17	7.08
Laborers, material handling	11.12	9.65	9.83	8.79	12.35
Shippers & receivers	9.75	10.10	8.40	9.19	9.29
Truckdrivers	12.11	12.43	11.80	10.51	12.25
Forklift operators	11.26	11.47	9.71	11.53	11.40

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Cleveland.

Akron 1, 2, 6, 12, 13, 23, 24, 31, 33, 34, 36, 37
Barberton 1, 2, 6 (Akron)
Bowling Green 1 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 1, 2, 6 (Akron)
Cincinnati 1-6, 8, 13, 14, 16, 22, 23, 25, 27, 29, 32, 33, 35, 36, 38
Cleveland 1, 2, 4-6, 10, 12, 13, 16, 19-24, 26, 28, 29, 31-36, 38
Cleveland Heights (C)
Columbus 1, 2, 4-6, 11, 13, 16, 17, 19-25, 28-30, 33-36, 38
Cuyahoga Falls 1, 2 (Akron)
Dayton 1, 2, 11, 13, 14, 18, 22, 23, 25, 29, 31, 33-36, 38
East Cleveland (C)
Elyria 1, 2 (C)
Euclid 1, 6 (C)
Fairborn 1 (Dayton)
Fairfield (Cincinnati)
Findlay 1, 6 (Toledo)
Garfield Heights (C)
Hamilton 2, 6 (Cincinnati)
Kent 1, 2, 6 (Akron)
Kettering (Dayton)
Lakewood (C)
Lancaster 2 (Columbus)
Lima 2, 3, 6, 9 (Dayton)
Lorain 1, 2, 6 (C)
Mansfield 1, 2, 26
Maple Heights (C)
Marion 1, 2, 6 (Mansfield)
Massillon 1, 2, 6 (Akron)
Mentor 1,6 (C)
Middletown 1, 2 (Dayton)
Newark 1, 2 (Columbus)
North Olmstead (C)
Norwood 1, 2, 6 (Cincinnati)
Parma 2 (C)
Portsmouth 2, 6 (Huntington, WV)
Sandusky 1, 6 (C)
Shaker Heights (C)
South Euclid (C)
Springfield 1, 3 (Dayton)
Steubenville 1, 6 (Pittsburgh, PA)
Stow (Akron)
Strongsville 2 (C)
Toledo 1-3, 5, 6, 20-23, 31, 33-35, 37, 38
Upper Arlington (Columbus)
Warren 1, 2 (Youngstown)
Youngstown 1, 2, 7, 12, 15, 37
Zanesville 2, 6 (Columbus)

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Grand Trunk Western R.R. Co.
4. Illinois Central
5. Norfolk Southern Corp.
6. Norfolk and Western Railway
7. Pittsburgh & Lake Erie R.R. Co.
8. Southern Railway
9. Spencerville & Elgin R.R. Co.

Airlines

10. Air Canada-Air Ontario
11. Air Canada-Commuter Express
12. Allegheny Commuter
13. American
14. American Eagle
15. BAS Airlines
16. Braniff
17. Christman Air System
18. Comair
19. Continental
20. Continental Express-Britt North
21. Continental Express-Britt South
22. Delta
23. Delta Connection-Comair
24. Eastern
25. Enterprise Airlines, Inc.
26. GCS Air Service, Inc.
27. Midstate Airlines
28. Midway Airlines, Inc.
29. Northwest
30. Northwest Airlink-Express Airlines 1
31. Northwest Airlink-Simmons Airlines
32. Pan American World Airways, Inc.
33. Piedmont
34. Piedmont Regional-Henson
35. TWA
36. United
37. United Express-Air Wisconsin
38. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Akron — 14e, 10g
Barberton — 14e, 10g
Beaver Creek — 9eg
Bowling Green — 1e, 5g
Brook Park — 3e, 10g
Brunswick — 14e, 5g
Canton — 15e, 10g
Cincinnati — 2eg
Cleveland — 3e, 4e, 10g
Cleveland Heights — 3e, 10g
Columbus — 6e, 7e, 5g
Cuyahoga Falls — 8e, 10g
Dayton — 9eg, 17g
East Cleveland — 3e, 10g
Elyria — 14e, 5g
Euclid — 3e, 10g
Fairborn — 9eg, 14e
Fairfield — 2eg
Findlay — 15e, 5g
Garfield Heights — 3e, 10g
Hamilton — 11eg
Kent — 14e, 10g
Kettering — 9eg
Lakewood — 3e, 10g
Lancaster — 15e, 12g
Lima — 15e, 18g
Lorain — 14e, 5g
Mansfield — 14e, 5g
Maple Heights — 3e, 10g
Marion — 14e, 5g
Massillon — 14e, 10g
Mentor — 3e, 10g
Middletown — 2eg
Newark — 15e, 5g, 13g
North Olmsted — 3e, 10g
Norwood — 2eg
Parma — 3e, 5g
Portsmouth — 15e, 5g
Sandusky — 14e, 5g
Shaker Heights — 3e, 10g
South Euclid — 3e, 10g
Springfield — 14e, 5g
Steubenville — 15e, 5g
Stow — 14e, 10g
Strongsville — 3e, 5g
Toledo — 16e, 5g
Upper Arlington — 6e, 5g
Warren — 14e, 10g
Youngstown — 14e, 10g
Zanesville — 15e, 5g, 13g

1. Bowling Green Electric Dept.
   304 N. Church, Box 388, Bowling Green 43402
2. Cincinnati Gas & Electric Co.
   139 E. 4th St., Cincinnati 45202
3. Cleveland Elec. Illum. Co.
   55 Public Sq., Cleveland 44101
4. Cleveland Public Power
   1201 Lakeside Ave., Cleveland 44114
5. Columbia Gas of Ohio, Inc.
   200 Civic Center Dr., Columbus 43215
6. Columbus Southern Power Co.
   215 N. Front St., Columbus 43215
7. Columbus Elec. Div.
   90 W. Broad St., Columbus 43215
8. Cuyahoga Falls Elec. System
   2550 Bailey Rd., Cuyahoga Falls 44221
9. Dayton Power & Light Co.
   1900 Dryden Rd., Box 1807, Dayton 45401; Courthouse Plaza S.W., Box 1247 Dayton 45414
10. East Ohio Gas Co.
    1717 E. 9th St., Cleveland 44114
11. Hamilton Dept. of Public Utilities
    20 High St., Hamilton 45011
12. Lancaster Municipal Gas Co.
    1507 E. Main St., Lancaster 43130
13. National Gas & Oil Corp.
    1500 Granville Rd., Newark 43055
14. Ohio Edison Co.
    76 S. Main St., Akron 44308-1890
15. Ohio Power Co.
    301 Cleveland Ave. S.W., Box 24400 Canton 44701
16. Toledo Edison Co.
    300 Madison Ave., Toledo 43652
17. Union Light, Heat & Power Co.
    139 E. 4th St., Cincinnati 45202
18. West Ohio Gas Co.
    319 W. Market St., Lima 45802

Rural utilities contacts:

Buckeye Power, Inc.
Floyd E. Patterson
P.O. Box 26036, Columbus 43226-0036
614/846-5757

Columbus Southern Power Co.
B.S. Snyder, Eco. Dev.
215 N. Front St.
Columbus 43215
614/464-7388

Ohio Power Co.
J.G. Kennard, Eco. Dev. Manager
301 Cleveland Ave. SW, P.O. Box 24400
Canton 44701-0400
216/438-7842

Ohio Rural Elec. Co-ops, Inc.
Robert Cleveland, President
P.O. Box 26036
Columbus 43226
614/846-5757

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,700	79,100
Masonry	140	11,700

Clays	2,497	12,003
Gem stones	NA	10
Lime	1,837	90,404
Peat	W	W
Sand & gravel:		
Construction	36,000	136,800
Industrial	1,380	21,400
Stone:		
Crushed	40,400	147,000
Dimension	72	2,991
Combined value of abrasives, gypsum, and values indicated by symbol W		2,272
Total 1987 (preliminary)		613,670

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Akron	25	72	6241	625
Canton	25	72	6241	625
Cincinnati	30	76	4950	1159
Cleveland	26	72	6178	612
Columbus	27	74	5686	862
Dayton	27	75	5689	947
Findlay	24	73	6262	755
Hamilton	30	75	5052	1059
Lancaster	27	73	5803	832
Lima	26	74	5910	849
Mansfield	25	72	6249	652
Newark	27	73	5686	780
Portsmouth	32	76	4702	1137
Sandusky	26	74	6016	821
Steubenville	28	73	5587	762
Toledo	23	72	6570	622
Warren	26	71	6241	579
Xenia	28	73	5559	800
Youngstown	24	70	6560	485

DEVELOPMENT COUNSELORS:

State Development Agency

Baker, David J., Dir.
Ohio Dept. of Dev.
State Office Tower
77 S. High St.
Columbus, 43215
614/466-2480

Areas & Others

Akron
Easley, James P., Bus. Dev. Dir.
Ohio Edison Company
76 So. Main St., 18th Fl., 44308
216/384-5829

Ashtabula
Kepner, Bruce F., Econ. Dev. Rep.
Cleveland Elec. Illuminating Co.
P.O. Box 668, 44004
216/997-3131

Canton
Kennard, J. G., Econ. Dev. Mgr.
Ohio Power Company
301 Cleveland, SW, 44701
216/438-7842

Cincinnati
Keller, Jerry, Area Dev. Mgr.
Cincinnati Gas & Elec. Co.
139 E. 4th St., 45202
513/632-2595

Cleveland
Evans, Gary, C.I.D. Econ. Dev. Mgr.
East Ohio Gas Co.
P.O. Box 5759, 44101
216/348-6444

Plato, William, V.P.
Cleveland Area Dev./Gtr.
Cleveland Growth Assoc.
690 Huntington Bldg., 44115
216/621-3300

Lowry, Andy
American Electric Power
1 Riverside Plz., 43215
614/223-2707

Forsblom, Bob, Dir.
Ind. & Comm. Dev. Dir.
Buckeye Power, Inc.
P.O. Box 26036, 43226-0036
614/846-5757

Snyder, William B., Econ. Dev. Mgr.
Columbus Southern Power
215 N. Front St., 43215
614/464-7388

Dayton
Appel, Arnold A., Area Dev. Dir.
Dayton Power & Light Co.
Courthouse Plz. S.W.
P.O. Box 1247, 45401
513/224-5930

Hamilton
Landi, Patrick, Dir.
Hamilton Ohio Comm. Dev. Dept.
20 High St., 45011
513/868-5855

Independence
Vosmik, George, Mgr., Econ. Dev.
Centerior Energy
6200 Oaktree Blvd., 44131
216/447-3100

Toledo
Dick, Donald F., Area Dev. Dir.
Toledo Edison Co.
300 Madison Ave., Edison Plz., 43652
419/249-5045

WISCONSIN

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds for buildings, land, equipment & machinery, & pollution abatement
- Customized labor training funds
- Technology development fund
- Business development loans

Tax rates:

Corporate income tax...................7.9%

Personal income tax.........4.9%-6.93%
Rates reduced in 1987. Top rate now 6.93% on net income over $20,000 when filing jointly or more, tax brackets indexed to account for inflation

Capital gains exclusion.................60% retained

Sales tax.......................................5%

Property tax (state average) $26.08/M
All inventories exempt. Machinery and equipment used in production exempt. Waste treatment facilities exempt.

Incorporation tax $1.25/M

Francise tax.........$10 annual filing fee

Inventory tax................................ none

Gasoline tax .... 20.9¢/gal.

Advanced education facilities:

Four-year colleges & universities	43
Two-year or junior colleges	13
Vocational & business schools	42

Medical facilities:

Hospitals	144
Clinics	NA

Labor analysis:

Civilian labor force.................2,533,500 (10/88 avg.)

High school graduates...............64,321 (1982-83)

For additional labor market information, contact Dept. of Industry, Labor & Human Relations, P.O. Box 7903, Madison, WI 53707, 608/266-7034

Environment controls:

Air & water pollution: Permits Coordinator, Dept. of Natural Resources, P.O. Box 7921, Madison, WI 53707, 608/266-9256

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
WISCONSIN	4,705.3	4,836.6
Appleton	56.0	64.3
Beloit	35.2	34.7
Brookfield	34.0	NA
Eau Claire	51.5	55.0
Fond du Lac	35.9	NA
Green Bay	87.9	94.2
Greenfield	31.5	NA
Janesville	51.1	52.0
Kenosha	77.7	75.1
La Crosse	48.3	49.5
Madison	170.6	177.7
Manitowoc	32.5	NA
Menomonee Falls	27.8	NA
Milwaukee	636.2	605.0
New Berlin	30.5	NA
Oshkosh	49.7	51.9
Racine	85.7	82.7
Sheboygan	48.1	47.8
Superior	29.6	27.1
Waukesha	50.3	53.0
Wausau	32.4	33.5
Wauwatosa	51.3	49.6
West Allis	64.0	64.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Appleton–Oshkosh–Neenah	291.3	310.5
Duluth, MN/WI	266.7	258.3
Eau Claire	130.5	139.0
Green Bay	175.3	189.3
Janesville-Beloit	139.4	138.0

*Kenosha	123.1	120.6
La Crosse	91.1	95.7
Madison	323.5	347.1
*Milwaukee	1,397.1	1,390.9
Minneapolis-St. Paul, MN/WI	2,137.0	2,336.4
*Racine	173.1	175.1
Sheboygan	100.9	103.3
Wausau	111.3	113.1

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN	558.5	41.9	10.57
Appleton-Oshkosh	54.0	43.0	11.23
Eau Claire	10.9	41.4	10.46
Green Bay	26.2	42.8	11.60
Janesville-Beloit	18.2	40.2	12.27
Kenosha	14.5	40.0	12.58
La Crosse	11.3	40.9	8.92
Madison	23.8	44.3	9.85
Milwaukee	175.6	42.0	11.50
Racine	25.0	39.8	10.85
Wausau	13.9	43.0	10.02

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WISCONSIN	2,592.4	88.1	3.4
Appleton-Oshkosh-Neenah	175.0	5.7	3.3
Eau Claire	75.3	2.3	3.1
Green Bay	111.2	3.9	3.5
Janesville-Beloit	74.3	2.6	3.5
Kenosha	55.5	2.0	3.6
La Crosse	57.3	1.8	3.1
Madison	227.4	5.5	2.4
Milwaukee	770.5	25.8	3.3
Racine	89.2	3.3	3.7
Wausau	61.6	2.0	3.3

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	67.4	NA	NA
MANUFACTURING	526.4	41.4	10.55
DURABLE GOODS	321.8	41.8	10.71
Lumber & wood prods.-SIC 24	26.4	40.4	7.92
Furniture & fixtures-SIC 25	10.9	42.5	8.07
Stone, clay, & glass prods.-SIC 32	9.0	45.4	9.44
Primary metal industries-SIC 33	19.8	43.9	10.20
Fabricated metal products-SIC 34	53.4	41.0	10.33
Machinery, except electrical-SIC 35	102.0	42.9	11.71
Electrical & electronic equip.-SIC 36	46.6	40.6	10.21
Transportation equipment-SIC 37	32.7	40.6	14.11
Instruments & related prods.-SIC 38	11.8	41.2	9.02
Misc. mfg. industries-SIC 39	9.1	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Green Bay 8/86	Milwaukee 5/88	Minneapolis St. Paul, MN/WI 2/88
Office, professional, & technical			
Payroll clerks $	7.94	8.24	8.46
Accounting clerks.	7.66	7.77	8.11
File clerks	NA	NA	5.85
Typists	NA	7.34	6.72
Key entry operators	6.47	6.85	6.84
Secretaries	8.80	10.10	9.66
Stenographers	NA	9.91	9.91
Switchbd opr-recept's	5.65	6.53	7.05
Word processors	5.85	7.99	8.16
Drafters	NA	11.83	11.84
Electronics technicians	NA	14.04	13.39
Computer operators	8.84	9.91	9.68
Computer programmers	10.62	13.29	13.81
Computer systems analysts	12.81	18.29	17.19
Maintenance & powerplant			
Carpenters	NA	14.33	14.73
Electricians	13.65	15.98	15.65
Engineers, stationary	NA	14.43	14.18
Machinists	13.12	16.75	15.24
Mechanics (machinery)	12.99	13.02	13.87
Tool & die makers	NA	15.27	15.80
Custodial & material movement			
Guards	NA	NA	6.59
Janitors, porters, & cleaners	5.34	5.16	6.21
Laborers, mat'l handling	9.44	10.16	10.70
Shippers & receivers	9.23	8.03	9.14
Truckdrivers	11.52	13.31	12.72
Forklift operators	10.64	12.25	11.99

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Appleton 2, 9, 19, 21, 23, 26
Beloit 2, 8 (Janesville)
Brookfield 8 (Milwaukee)
Eau Claire 2, 9, 21, 23
Fond du Lac 2, 9 (Oshkosh)
Green Bay 2, 4, 9, 11, 16, 18, 21, 23, 26
Greenfield 8 (Milwaukee)
Janesville 2, 8, 20
Kenosha 2 (Milwaukee)
La Crosse 1, 2, 8, 11, 21, 26
Madison 2, 8, 11, 18, 19, 21, 24, 25
Manitowoc 2, 3, 9, 17
Menomonee Falls (Milwaukee)
Milwaukee 2, 5, 9-16, 18-21, 23-25, 27
New Berlin 2 (Milwaukee)
Oshkosh 2, 9, 23, 26
Racine 2, 8 (Milwaukee)
Sheboygan 2 (Green Bay)
Superior 1, 2, 8, 9 (Duluth, MN)
Waukesha 2, 9 (Milwaukee)
Wausau 2, 9 (11, 21, 22, 26 through Central Wisconsin)
Wauwatosa 2, 8 (Milwaukee)
West Allis 2, 8 (Milwaukee)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western Trans. Co.
3. CSX Transportation, Inc.
4. Escanaba & Lake Superior R.R. Co.
5. Grand Trunk Western R.R. Co.
6. Illinois Central
7. Milwaukee Road
8. Soo Line Railroad Co.
9. Wisconsin Central Ltd.

Airlines

10. American
11. American Eagle
12. Braniff
13. Continental
14. Delta Connection-Comair
15. Eastern
16. Enterprise Airlines, Inc.
17. Great Lakes Aviation
18. Midway Connection-Midway Commuter-Fischer Bros.
19. Midwest Express
20. MST Aviation
21. Northwest
22. Northwest Airlink
23. Northwest Airlink-Express Airlines 1
24. TWA
25. United
26. United Express-Air Wisconsin
27. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric   g = gas

Appleton — 6e, 9g
Beloit — 10eg, 4g
Brookfield — 6e, 8g, 9g
Eau Claire — 3eg
Fond du Lac — 10eg
Green Bay — 11eg
Greenfield — 6e, 8g, 9g
Janesville — 10eg
Kenosha — 6e, 9g
La Crosse — 3eg
Madison — 1eg, 4g, 10g
Manitowoc — 2e, 11e, 7g
Menomonee Falls — 6e, 8g
Milwaukee — 6e, 8g, 9g
New Berlin — 6e, 9g
Oshkosh — 11eg
Racine — 6e, 9g
Sheboygan — 10e, 11g
Superior — 5eg
Waukesha — 6e, 9g
Wausau — 11e, 7g
Wauwatosa — 6e, 8g
West Allis — 6e, 8g

1. Madison Gas & Elec. Co.
   133 S. Blair St., Box 1231, Madison 53701
2. Manitowoc Public Utilities
   1303 S. 8th St., 1090, Manitowoc 54221
3. Northern States Power Co. (Wisc.)
   100 N. Barstow St., Eau Claire 54701
4. S. Beloit Water, Gas & Electric Co.
   222 W. Washington Ave., Madison 53703
5. Superior Water, Light & Power Co.
   1230 Tower Ave., Superior 54880
6. Wisconsin Elec. Power Co.
   231 W. Michigan St., Box 2046, Milwaukee 53201
7. Wisconsin Fuel & Light Co.
   402 N. 10th St., Box 768, Manitowoc 54220
8. Wisconsin Gas Co.
   626 E. Wisconsin Ave., Milwaukee 53202
9. Wisconsin Natural Gas Co.
   233 Lake Ave., Racine 53401
10. Wisconsin Power & Light Co.
    222 W. Washington Ave., Box 192, Madison 53701
11. Wisconsin Public Service Corp.
    700 N. Adams St., Box 19001, Green Bay 54307

Rural utilities contacts:

Dairyland Power Co-op
Robert Williams, Mktg. & Area Rltns. Dir.
P.O. Box 817, LaCrosse 54602-0817
608/788-4000

Wisconsin Elec. Co-op Assn.
Leroy L. Rose, Gen. Mgr.
Box 686, Madison 53701
608/273-0420

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	15
Lime	391	22,024
Peat	W	W
Sand & gravel:		–
Construction	24,500	58,800
Industrial	12,100	14,400
Stone:		
Crushed	16,900	53,700
Dimension	23	3,207
Combined value of abrasives, cement (masonry and portland, 1985-86), and values indicated by symbol W		971
Total 1987 (preliminary)		153,117

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Appleton	15	71	7728	515
Beloit	20	74	6611	791
Eau Clair	10	71	8463	472
Fond Du Lac	16	71	7568	521
Green Bay	14	70	8143	381
La Crosse	14	73	7540	683
Madison	16	71	7642	467
Manitowoc	18	70	7517	388
Milwaukee	19	71	7326	470
Oshkosh	15	71	7692	523
Racine	20	72	6919	591
Sheboygan	20	71	7232	428
Superior	9	66	9378	192
Waukesha	18	72	7194	570
Wausau	11	69	8565	371

DEVELOPMENT COUNSELORS:

State Development Agency

Mauer, Bruno, Sec'y
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
9th Fl., Justice Bldg.
Madison, 53707
608/266-1018

Areas & Others

Eau Claire
Carlson, Craig W., Exec. Dir.
Eau Claire Cty. Ind. Dev. Corp.
505 Dewey St., S. 54701
715/834-0070

Chasteen, Jerry, Exec. Dir.
West Central Wisconsin Reg. Plng. Comm.
124½ Graham Ave., 54701
715/836-2918

Kenosha
Bechler, John, Dir.
Office of Kenosha Area Econ. Dev.
812 56th St., 53141
414/654-2167

Madison
Director
Wisconsin Power & Light
222 W. Washington Ave., 53701
608/252-3251

Milwaukee
Czarnecki, Stephen L., Dir.
Milwaukee Cty. Dept. of Publ. Wks.
907 N. 10th St., 53233
414/278-4905

A Business Climate You Can Warm Up To.

Wisconsin's business climate has been experiencing a warming trend lately:

- Personal income taxes have been reduced.
- Inheritance taxes are being phased out.
- Capital gains tax exclusion has been retained.
- Business tax burden remains among the lowest in the nation.

Add to that our responsive government, low-cost energy sources, highly productive work force and first-rate educational system, and you'll see what makes this the perfect climate for growth.

For more information, write or call the Wisconsin Business Information Center.

Wisconsin
Department of Development
123 West Washington Avenue
P.O. Box 7970, Madison, WI 53707
(608) 266-1018

Circle 50 on Brochure Service Card

EAST SOUTH CENTRAL

- ALABAMA
- KENTUCKY
- MISSISSIPPI
- TENNESSEE

Regional Review

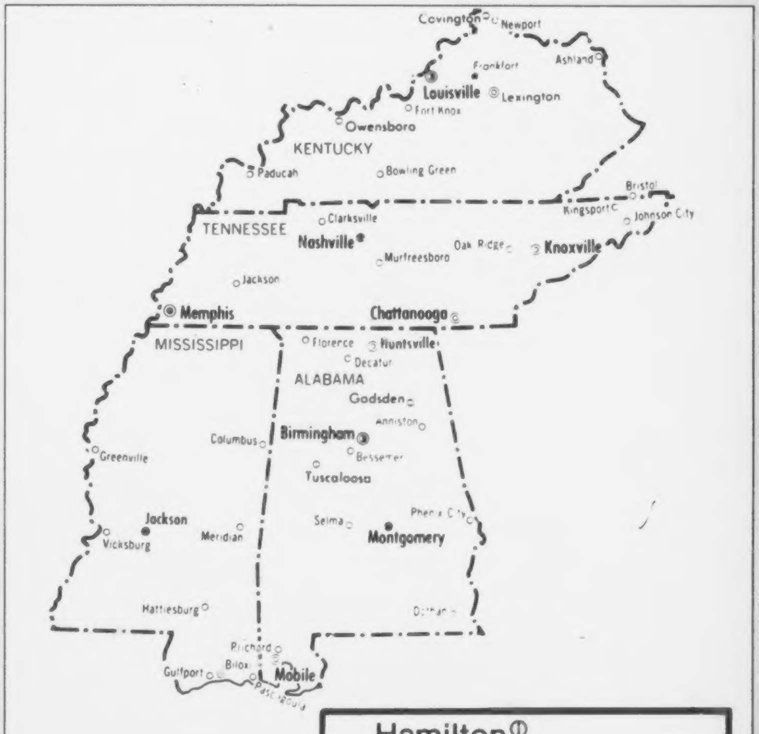
Following are summaries of some of the events affecting site location in each of the East South Central states in 1988. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Alabama

"Business activity in Alabama flourished in 1988," according to AmSouth Bank N.A. An estimated 17,600 jobs were added to the state's non-farm employment. Investment manufacturing employment increased by 1,808 workers, largely the result of increased exports and business investments. Most non-manufacturing sectors also advanced, with services (7,000 jobs) leading the way, followed by trade and government (3,700 and 5,000 respectively), reports AmBank.

AmBank expects non-farm employment to increase by 22,800 workers in 1989.

In 1988, 824 industries—in mining and manufacturing—announced expansion, with capital investments totalling nearly $1.8 billion; 143 new businesses were announced, the highest total since 1973, with nearly $655 million in capital investment. In the service/retail sector, two major announcements were the Sears Telecatalog Center in Mobile, to employ up to 1,600 people, and Consolidated Stores Corp.'s plans to open as many as 13 stores. Additionally, General Electric announced a $315 million expansion and Boeing/Hughes was awarded a $125-million contract for development of the Fiber Optic Guide Missile in Huntsville.


Covington
Newport
Ashland
Frankfort
Louisville
Lexington
Fort Knox
Owensboro
KENTUCKY
Paducah
Bowling Green
Bristol
Kingsport
Johnson City
TENNESSEE
Clarksville
Nashville
Murfreesboro
Oak Ridge
Knoxville
Jackson
Memphis
Chattanooga
MISSISSIPPI
Florence
Huntsville
Decatur
ALABAMA
Gadsden
Anniston
Columbus
Birmingham
Bessemer
Greenville
Tuscaloosa
Jackson
Vicksburg
Meridian
Selma
Phenix City
Montgomery
Hattiesburg
Dothan
Prichard
Biloxi
Gulfport
Mobile
Pascagoula
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Hamilton
OHIO
Cincinnati
Norwood
Newport
Covington
KY.
0 Miles 10
0 5 10 Miles
New Albany
Louisville
Pleasure Ridge Park
IND.
KY.

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Legislation included The George Wallace, Jr. Plan for linked Deposits. And, industrial development authorities which use properties with airport facilities were allowed certain powers granted to airports. Amendments affecting radioactive waste disposal and privilege taxes on oil and gas were also passed.

Kentucky

Kentucky's unemployment rate was 7.9% in 1988, down from 8.8% in 1987, and the lowest rate since 1979. Meanwhile, employment was at an all-time high of nearly 1.6 million, a 3.2% increase over 1987.

Manufacturing saw an increase of 11,700 jobs; wholesale/retail trade increased by 10,300 jobs. The service sector increased by 14,900 jobs, one-third in health care. The state also moved from the 34th to the 30th spot on *Inc.* magazine's 1988 rating of the states based on business activity over a four-year period. The rating showed a 13.7% increase in new jobs, and a nearly 1.9% increase in new businesses.

State legislative incentives include tax credits up to 100% of debt service costs on land and buildings for manufacturers locating in certain rural counties (two-thirds of the state). A state venture capital fund was also approved. More funds have been given to employee training, and additional measures were added to prevent hostile takeovers of Kentuckian corporations.

Among the major locations/expansions in Kentucky in 1988 was Toyota Motor Manufacturing USA in Georgetown, with 1,700 employees, projected to reach 3,500 by 1991.

Mississippi

"Mississippi is attracting both domestic and international manufacturers by its work force. . .the state ranks first in [pro-business] wages and eight in unionization. It also ranks first in the financial strength of its unemployment compensation trust fund," reports Grant Thornton in its July 1988 *Manufacturing Climates Study.*

While the state economy has been boosted by the weak dollar and prosperity of the paper industry, Gov. Ray Mabus is seeking drastic changes in the state's finances. State legislation in 1988 has included additional enterprise zones, additional options for self-insurance for companies, new finance options, lower workers' compensation rates, and an economic development highway act (allowing construction or improvement of state highways necessary to projects with high-economic potential). Additionally, the Non-Resident Aliens Ownership of Land Act was passed, allowing non-resident aliens to own up to 320 acres of land for industrial development. And, the terms and amount of loan guarantees under the Small Businessmen's Loan Assistance Law were increased.

In 1988, NASA chose Iuka in Tishomingo County to handle work on the solid-fuel rocket booster motor for the space shuttle program. Other announcements included the DuPont Delisle plant in Pass Christian and Howard Industries in Jones County. Locations included: Hughes Aircraft Mississippi Inc. with a $26.5 million facility in Scott County, The Research Center for Advanced Scientific Computing in Starkville, and Vulcan Equipment Co. Ltd. of Toronto in DeSoto County.

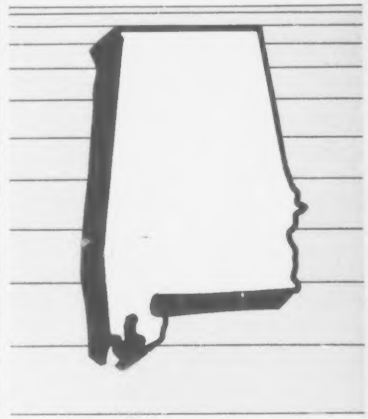
Tennessee

Tennessee is one of the stars of the New South—spurred in part by Japanese investment in the state, which accounts for about 10% of their investment nationwide. As one Japanese executive is quoted in Grant Thornton's July 1988 *Manufacturing Climates Study,* "There are four seasons and a mild climate, so fuel costs are low. The work force is union-free. You're not far from urban areas . . . And Southern hospitality is charming."

Tennessee also joined the top-10 states in *Inc.* magazine's 1988 annual rating of the states' business climates over a four-year period. During the period tracked, new jobs increased by 15.6% and new businesses by 2.4%. Employment in the state increased at an annualized rate of 4.1% for the fourth-quarter 1987, compared to national growth of 3.7%, with Memphis pacing the metro areas in growth.

Legislation in 1988 included the Business Combination Act, making unfriendly takeovers of Tennessee corporations more difficult. Corporate net earnings for state excise tax purposes were defined as federal taxable income calculated as if the corporation had not elected "S" status. The legislature also plans to continue its business tax study.

New industries in 1988 included: Ganton Technologies (aluminum die-cast parts), TRW & Fuji Valve, TRW Koyo (steering systems and gears), and Washtex. ☐



ALABAMA

STATE INFORMATION:

Financial assistance to industry:
Tax incentives:
Business inventory exempt from all taxes
Franchise tax exemption
Property tax exemptions
Certain other local tax exemptions
Ad valorem tax exemptions for up to 10 years may be granted
Bond financing for buildings, land, & equip.
Bond financing for pollution control
Site grant programs
Block grant programs
Aid for job training (Job Training Partnership Program)
Sales tax exemptions on building materials & equip. financed by industrial development bonds
Free employee training through AIDT
Enterprise zones

Tax rates:
Corporate income tax......................5% (after fed. tax deduction)
Personal income tax graduated to 5%
Sales tax ....4% (mining, mfg., & farm equip. 1 ½%)
General property tax.....assessment value for ind. property set at 20% fair market. State levies 6½ mills on assessed value; county & municipal rates vary (exempt if I.D. bond financed)
Corporate organization tax ....$45 filing articles, $100 merger for do-

mestic. $70 + .1% of employed capital over $1,000 for foreign

Franchise tax (if not exempt)..........$10 per $1000 for capital stock for domestic. $3 per $1000 of book value of capital employed in Ala. for foreign

Inventory tax.................................. none

Gasoline tax .... $.11/gal.

Advanced educational facilities:

Four-year colleges & universities (+ 5 branch campuses)	29
Two-year or junior colleges	27
Vocational technical colleges	28 (public)

Medical facilities (licensed):

Hospitals (acute care)	137
Nursing homes	219
Domicillary medical	99
Maternity homes	3
Cerebral palsy	2
Rehabilitation clinics	11
Abortion clinics	9
Renal disease clinics	23
HMOs	8
Independent clinical labs	92
Surgical centers	13

Labor analysis:

Civilian labor force....... 1,897,900 (7/86)

For additional labor market information, contact Dept. of Ind. Relations, 649 Monroe St., Montgomery, AL 36130, 205/261-5420

Environment controls:

Air & water pollution: Mr. Leigh Pegues, Dir., Dept. of Environ. Mgt. (one-stop permitting), 1751 Federal Dr., Montgomery, AL 36130, 205/271-7700

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
ALABAMA	3,890.1	4,137.1
Anniston	29.5	30.5
Auburn	28.5	NA
Bessemer	31.7	31.8
Birmingham	284.4	280.9
Decatur	42.0	46.7
Dothan	48.8	55.0
Florence	37.0	37.0
Gadsden	47.6	46.9
Huntsville	142.5	167.7
Mobile	200.5	205.9
Montgomery	178.2	196.5
Phenix City	26.9	NA
Prichard	39.5	NA
Selma	26.7	NA
Tuscaloosa	75.1	76.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Anniston	116.9	124.9
Birmingham	884.0	928.7
Columbus, GA/AL	239.2	254.3
Decatur	90.2	100.7
Dothan	122.4	132.2
Florence	135.0	139.9
Gadsden	103.1	104.1
Huntsville	197.0	237.4
Mobile	442.8	477.6
Montgomery	272.7	304.4
Tuscaloosa	137.5	145.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA	375.5	41.6	9.07
Birmingham	56.5	41.8	9.17
Mobile	25.7	40.4	10.69

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALABAMA	1,878.8	125.5	6.7
Birmingham	449.4	25.2	5.6
Huntsville	134.4	6.5	4.8
Mobile	206.3	17.8	8.6
Montgomery	134.1	8.0	6.0
Tuscaloosa	70.2	3.7	5.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Huntsville 2/86	Mobile 7/88
Office, professional, & technical		
Payroll clerks	$ 6.93	7.59
Accounting clerks	6.53	6.88
File clerks	NA	NA
Typists	NA	NA
Key entry operators	7.59	6.53
Secretaries	8.74	9.40
Switchbd opr-recept's	6.10	5.96
Word processors	7.51	NA
Drafters	8.68	9.99
Electronic technnicians	10.06	12.21
Computer operators	7.60	8.59
Computer programmers	11.95	12.60
Computer systems analysts	18.15	16.91
Maintenance & powerplant		
Carpenters	11.28	14.23
Electricians	14.44	12.54
Engineers, stationary	NA	NA
Machinists	11.75	13.68
Mechanics (machinery)	13.46	NA
Tool & die makers	13.82	NA
Custodial & material movement		
Guards	5.58	NA
Janitors, porters, & cleaners	4.87	4.76
Laborers, mat'd hdlg	9.37	NA
Shippers & receivers	7.94	7.35
Truckdrivers	8.32	8.01
Forklift operators	8.21	10.00

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	74.0	NA	NA
MANUFACTURING	367.6	41.4	8.76
DURABLE GOODS	177.4	42.0	9.18
Lumber & wood prods.-SIC 24	29.8	42.5	6.93
Stone, clay, & glass prods.-SIC 32	9.7	44.2	8.79
Primary metal industries-SIC 33	25.7	42.8	11.38
Fabricated metal products-SIC 3	22.0	41.6	8.49
Machinery, except electrical-SIC 35	21.6	42.7	9.23
Electrical & electronic equip.-SIC 36	22.5	43.0	7.85
Transportation equipment-SIC 37	28.0	40.9	12.60

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anniston 2, 5,12
Auburn 2 (Columbus, GA)
Bessemer 2, 5 (Birmingham)
Birmingham 1-5, 7, 9, 11, 13-15, 17, 19-22
Decatur 2, 5 (Huntsville)
Dothan 2, 5, 12, 14, 16
Florence 2, 5 (12, 16 through Muscle Shoals)
Gadsden 2, 5,12
Huntsville 2, 5, 7, 12-15, 20, 21
Mobile 1-7, 10, 11, 13, 15, 18, 20, 21
Montgomery 2, 5, 8, 11, 12, 14, 15
Phenix City 5 (Columbus, GA)
Prichard 3 (Mobile)
Selma 2, 5 (Montgomery)
Tuscaloosa 5, 6, 8, 12

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Illinois Central
4. Norfolk Southern Corp.
5. Southern Railway
6. South Rail Corp.

Airlines

7. American
8. American Eagle
9. Braniff
10. Continental Express-Britt South
11. Delta
12. Delta Connection-Atlantic Southeast
13. Eastern
14. Eastern Express-Metro
15. Northwest
16. Northwest Airlink-Express Airlines 1
17. Piedmont
18. Royale Airlines
19. Southwest Airlines
20. United
21. United Express-Presidential Airways
22. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anniston — 2e, 1g
Auburn — 2e, 1g
Bessemer — 4e, 1g
Birmingham — 2e, 1g
Decatur — 5eg
Dothan — 6e
Florence — 7eg
Gadsden — 2e, 1g
Huntsville — 9eg
Mobile — 2e, 10g
Montgomery — 2e, 1g
Phenix City — 2e, 1g, 11g
Prichard — 2e, 10g
Selma — 2e, 1g
Tuscaloosa — 2e, 1g

1. Alabama Gas Corp.
   2101 6th Ave. N., Birmingham 35203
2. Alabama Power Co.
   600 N. 18th St., Box 2641,
   Birmingham 35291
3. Alabama-Tennessee Natural Gas Co.
   P.O. Box 918, Florence 35631
4. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
5. Decatur Utilities (Electric)
   P.O. Box 2232, Decatur 35602
   Decatur Utilities (Gas)
   110 Johnson St., S.E., Decatur 35601
6. Dothan Electric Dept.
   126 N. St. Andrews St., Box 2128
   Dothan 36302
7. Florence Electricity Dept.
   110 W. College, Box 877, Florence
   35631
   Florence Gas Dept.
   650 Rickwood Rd., Florence 35630
8. Hardin County Gas Co.
   P.O. Box 357, Florence 35630
9. Huntsville Utilities
   P.O. Box 2048, Huntsville 35804
10. Mobile Gas Service Corp.
    2828 Dauphin St., Mobile 36606
11. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Drawer 760
    Phenix City 36868
12. Southeast Alabama Gas Dist.
    U.S. Hwy. 29 N., Andalusia 36420

Rural utilities contacts:

Alabama Elec. Co-op, Inc.
Jim Brook, Mktg. Dir.
P.O. Box 550, Andalusia 36420
205/222-2571

Alabama Rural Elec. Assn.
Dail Gibbs, EVP
P.O. Box 7120, Montgomery 36107
205/262-8387

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Portland	3,500	154,600
Masonry	270	18,400
Clays (excl. bentonite)	2,033	14,675
Gem stones	NA	W
Lime	1,289	55,030
Sand & gravel:		
Construction	10,600	36,200
Industrial	415	3,590
Stone:		
Crushed	25,600	112,500
Dimension	8	968
Combined value of bauxite, clays (bentonite), salt, and values indicated by symbol W		5,661
Total 1987 (preliminary)		401,624

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Birmingham	42	80	2943	1891
Gadsden	41	79	3160	1671
Huntsville	40	79	3279	1708
Mobile	51	82	1695	2643
Montgomery	47	82	2277	2274
Selma	48	82	2040	2433
Tuscaloosa	44	81	2675	2102

DEVELOPMENT COUNSELORS:

State Development Agency

Hammontree, Jack, Dir.
Alabama Dev. Off.
State Capitol
Montgomery, 36130
205/263-0048

Set Your Business Sights On Our Business Sites.

Set your sights on a city where business is looking up. Birmingham.

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For more information, write or call:

Birmingham Metropolitan Development Board

2027 1st Avenue North • 600 Commerce Center • Birmingham, Alabama 35203 • (205) 328-3047 • Telex: 424259 • FAX: (205) 328-3073

Circle 51 on Brochure Service Card

Areas & Others

Birmingham
Barber, Bill, Director
Alabama Gas Corp.
2101 Sixth Ave. North, 35203
205/326-2678

Voncannon, Ted
Birmingham Metro Dev. Board
600 Commerce Center
2027 First Ave., North, 35203
205/328-3047

McArthur, Charlton B., Ind. Dev. V.P.
Alabama Power Co.
P.O. Box 2641, 35291
205/250-2534

Dothan
Hubbard, J. Dale, C.I.D., Pres.
Dothan Area Cham. of Comm.
P. O. Box 638, 36302
205/792-5138

Gadsden
McCain, Michael B., Exec. Dir.
Gadsden-Etowah Cty. Ind. Dev. Auth.
P.O. Box 408, 35902
205/543-9423

Huntsville
Nerren, Guy B., C.I.D., Pres. & Gen. Mgr.
Chamber of Comm. of Huntsville-Madison Cty., Inc.
P.O. Box 408, 35804
205/535-2000

Montgomery
George, Randall L., C.I.D., Gen. Mgr.
Montgomery Chamber of Comm.
P.O. Box 79, 36101
205/834-5200

Selma
Miller, Calvin L., Exec. Dir.
Selma, Dallas Cty Econ. Dev. Auth.
P.O. Drawer D, 36702
205/875-8365

KENTUCKY

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land, equipment, pollution control
- Recruiting, testing, & job placement services

Tax rates:

Corporate income tax	3.0%-7.25%
Personal income tax	2%-6%
Sales tax	5%
Incorp. tax	$0.002 to $.01 per share
Franchise tax	$0.0021
Inventory tax	$.001 per $100 ($.001 per $100 + local on finished goods only)
Gasoline tax	14% of wholesale prices

Advanced education facilities:

Four-year colleges & universities	25
Two-year or junior colleges	18
Business colleges (pvt.)	8
Seminaries	4
Vocational schools	102

Medical facilities

Hospitals	130
Specialized health clinics	13

Labor analysis:

Civilian labor force	1,686,000 (1987 avg.)
High school graduates	38,500 (5/85)

For additional labor market information, contact Dept. for Employ. Services, 275 E. Main St., Frankfort, KY 40601, 502/564-5331

Environment Controls:

Air & water pollution: Dept. for Environ. Protection, Kentucky Natural Resources & Environ. Protection Cabinet, 18 Reilly Rd., Frankfort, 40601, KY 502/564-2150

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
KENTUCKY	3,661.4	3,771.5
Ashland	27.1	26.2
Bowling Green	40.5	44.9
Covington	49.0	46.5
Frankfort	26.0	NA
Hopkinsville	27.3	28.5
Lexington-Fayette	204.2	213.7
Louisville	298.5	285.2
Owensboro	54.5	56.8
Paducah	29.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
*Cincinnati, OH/KY/IN	1,401.4	1,423.6
Clarksville-Hopkinsville, TN/KY	150.2	158.6
Evansville, IN/KY	276.0	283.4
Huntington-Ashland, WV/KY/OH	336.0	334.0
Lexington-Fayette	318.1	336.0
Louisville, KY/IN	957.0	966.1
Owensboro	85.9	87.8

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY	274.0	40.5	10.22
Lexington-Fayette	30.0	39.5	10.15
Louisville	88.3	41.7	11.79

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KENTUCKY	1,706.1	107.4	6.3
Lexington-Fayette	185.7	7.1	3.8
Louisville	514.2	25.6	5.0
Owensboro	44.2	3.0	6.8

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Louisville, KY/IN 11/86
Office, professional, & technical	
Payroll clerks	$ 8.03
Accounting clerks	7.87
File clerks	5.70
Typists	6.36
Key entry operators	6.17
Secretaries	9.82
Switchbd opr-recept's	6.72
Drafters	13.[illegible]4
Electronics technician	10.28
Computer operators	9.13
Computer programmers	13.13
Computer systems analysts	16.67
Maintenance & powerplant	
Carpenters	13.23
Electricians	14.34
Engineers, stationary	12.80
Machinists	13.45
Mechanics (machinery)	15.20
Custodial & material movement	
Guards	4.80
Janitors, porters, & cleaners	5.71
Laborers, mat'l hdlg	9.86
Shippers & receivers	8.39
Truckdrivers	10.90
Forklift operators	10.63

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	58.5	NA	NA
MANUFACTURING	260.2	40.5	10.04
DURABLE GOODS	138.8	41.4	10.69
Lumber & wood prods.-SIC 24	9.9	40.2	8.16
Furniture & fixtures-SIC 25	4.8	40.0	7.08
Stone, clay, & glass prods.-SIC 32	8.1	43.1	9.61

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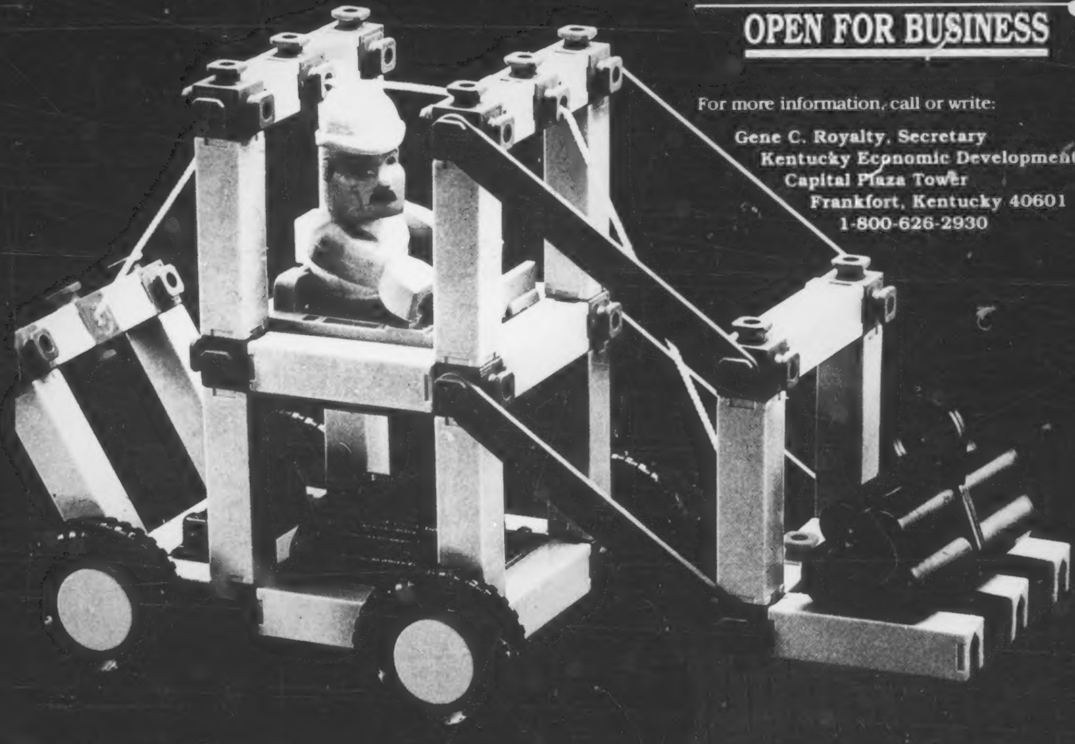
For more information, call or write:

Gene C. Royalty, Secretary
Kentucky Economic Development Cabinet
Capital Plaza Tower
Frankfort, Kentucky 40601
1-800-626-2930



Circle 52 on **Brochure Service Card**

Primary metal industries-SIC 33	16.6	41.0	12.66
Fabricated metal products-SIC 34	15.9	41.9	9.74
Machinery, except electrical-SIC 35	30.5	41.9	10.24
Electrical & electronic equip.-SIC 36	29.3	39.4	10.85
Transportation equipment-SIC 37	16.0	47.2	13.99
Instruments & misc. mfg.-SIC 38	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ashland 2 (Huntington, WV)
Bowling Green 2 (Nashville, TN)
Covington 2 (Cincinnati, OH)
Frankfort 2 (Lexington)
Hopkinsville 2 (Clarksville, TN)
Lexington-Fayette 2, 6, 7, 9, 11, 12, 14, 18, 19, 21, 23, 24
Louisville 1-6, 8-13, 15, 16, 18, 19, 21, 22, 24
Owensboro 2, 7, 17
Paducah 4, 7, 9, 17, 20

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Norfolk Southern Corp.
4. Paduch & Louisville Railway
5. Soo Line Railroad
6. Southern Railway

Airlines

7. Allegheny Commuter
8. American
9. American Eagle
10. Braniff
11. Delta
12. Delta Commuter-Comair
13. Eastern
14. Eastern Express-Metro
15. Midstate Airlines
16. Northwest
17. Northwest Airlink-Express Airlines 1
18. Piedmont
19. Piedmont Regional-Henson
20. Trans World Express-Air Midwest
21. TWA
22. United
23. United Express-Air Wisconsin
24. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ashland — 6e, 2g, 5g
Bowling Green — 1e, 11g
Frankfort — 3e, 2g
Hopkinsville — 4e, 11g
Lexington-Fayette — 7e, 2g
Louisville — 8eg
Owensboro — 9e, 11g
Paducah — 10e, 11g

1. Bowling Green Mun. Elec. Div.
801 Center St., Box 10300, Bowling Green 42102-4300
2. Columbia Gas of KY Inc.
200 Civic Center Dr., Columbus, OH 43215
3. Frankfort Elec. & Water Plant Bd.
315 W. 2nd St., Frankfort 40601
4. Hopkinsville Elec. Plant Bd.
101 N. Main St., Box 544
Hopkinsville 42240
5. Inland Gas Co.
P.O. Box 1180, Ashland 41101
6. Kentucky Power Co.
1701 Central Ave., Box 1428
Ashland 41101
7. Kentucky Utilities Co.
1 Quality St., Lexington 40507
8. Louisville Gas & Electric Co.
311 W. Chestnut St., Box 32010
Louisville 40232
9. Owensboro Municipal Utilities
115 E. 4th St., Owensboro 42301
10. Paducah Power System
1400 Broadway, Box 180, Paducah 42001
11. Western Kentucky Gas Co.
311 W. 7th St., Owensboro 42301

Rural utilities contacts:

Big Rivers Elec. Co-op
Hayden Timmons
P.O. Box 24, Henderson 42420
502/827-2561

East Kentucky Power Corp.
James J. Coleman, Ind. Dev. Mgr.
P.O. Box 707, Winchester 40391
606/744-4812

Kentucky Assn. of Elec. Co-ops
Ron Sheet, Pres.
4515 Bishops La., P.O. Box 32170
Louisville 40232
502/451-2430

Kentucky Power Co.
A.V. Rash
1701 Central Ave., Box 1428
Ashland 41101
606/327-1244

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	750	3,587
Gem stones	NA	W
Sand & gravel (construction)	7,100	17,100
Stone (crushed)	44,500	163,000
Combined value of cement, clays (ball and fire, 1986-87), sand and gravel (industrial), stone (crushed sandstone), zinc (1985), and values indicated by symbol W		108,585
Total 1987 (preliminary)		292,272

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ashland	32	75	4900	1071
Bowling Green	34	78	4309	1429
Covington	29	75	5247	1037
Lexington	32	76	4814	1170
Louisville	33	78	4525	1342
Owensboro	33	78	4279	1460
Paducah	34	79	4130	1573

DEVELOPMENT COUNSELORS:

State Development Agency

Slone, Russ, Acting Dir.
Kentucky Cabinet for Eco. Dev.
Capitol Plz. Tower
Frankfort, 40601
502/564-7140

Areas & Others

Ashland
Rash, A. V., Econ. Dev. Mgr.
Kentucky Power Co.
1701 Central Ave., 41101
606/327-1244

Covington
West. James F., Jr., C.I.D., Exec. Dir.
Tri-Cty. Econ. Dev. Corp.
Gtrr. Cincinnati Airport
P.O. Box 17246, 41017
606/341-0870

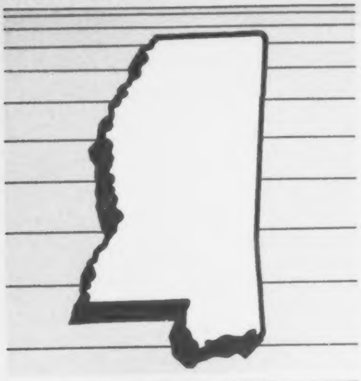
Fulton
Martin, Kay, Exec. Dir.
Fulton-So. Fulton C of C
Main St., 42041
502/236-2961

Henderson
Perry, B.L., Gen. Mgr.
Henderson Municipal Power & Light
P.O. Box 8, 42420
502/826-2726

Hickman
Everett, James M., Cty. Judge/Exec.
Fulton County
2004 Bypass
Cty. Office Bldg., 42050
502/236-2594/3480
McKinnis, Dan, Exec. Dir.
Visions Development, Inc.
1013 Moscow Ave., 42050
502/236-3566/3335

Louisville
Roberson, James O., Pres.
Econ. Dev. Mgr.
Louisville Area Chamber of Comm.
1 Riverfront Plz., 40202
502/566-5000
Burke, Patricia S., Supr., P.R.
Louisville Gas & Electric Co.
311 West Chestnut Street
502/627-2501
Gudell, Howard A., Exec. Dir.
Louisville-Jefferson Cty.
515 W. Market Street,
Ste. 650, 40202
502/587-3051

Winchester
Coleman, Jim, Ind. Dev. Dir.
East Kentucky Power Coop.
P.O. Box 707
606/744-4812



MISSISSIPPI

STATE INFORMATION:

Financial assistance to industry:

- Corporate Headquarters Incentive Program
- Tax exemptions
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- "Free Port" law
- Free start-up training
- Small bus. loan guaranty program
- SBA 504 program
- Mississippi Business Investment Act
- Mississippi Farm Reform Act

Tax rates:

Corporate income tax	3%-5%
Personal property tax	10-year exemption for new mfrs.
Sales tax	6%
Franchise & incorp. tax	$2.50/$1,000
Inventory tax	assessed at 15% of true value — millage varies
Gasoline tax	$.18/gal.

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	19
Post-secondary schools	15

Medical facilites:

Hospitals	118
Clinics	NA

Labor analysis:

Civilian labor force	1,182,400 (1989 proj.)
High-school grads	27,896 (1987-88)

For additional labor market information, contact Employ. Security Commission, P.O. Box 1699, 1520 W. Capitol St., Jackson, MS 39205, 601/354-8711

Environment Controls:

Air & Water Pollution: Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 10385, Jackson, MS 39209, 601/961-5171

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MISSISSIPPI	2,520.6	2,676.2
Biloxi	49.3	50.3
Columbus	27.4	NA
Greenville	40.6	40.1
Gulfport	39.7	43.1
Hattiesburg	40.8	41.8
Jackson	202.9	212.9
Meridian	46.6	46.4
Pascagoula	29.3	31.3
Vicksburg	25.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Biloxi-Gulfport	191.9	206.4
Jackson	362.0	402.8
Memphis, TN/AR/MS	912.9	968.5
Pascagoula	118.0	129.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI	234.2	40.1	7.88
Jackson	21.2	41.6	8.78

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSISSIPPI	1,137.7	82.9	7.3
Jackson	201.1	10.2	5.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Jackson 1/86	Memphis, TN/AR/MS 11/86
Office, professional, & technical		
Payroll clerks	$ 7.00	7.65
Accounting clerks	6.96	7.14
File clerks	5.14	5.05
Typists	5.81	6.77
Key entry operators	6.90	6.40
Secretaries	8.39	8.81
Stenographers	NA	NA
Switchbd opr-recept's	6.15	5.81
Word processors	5.79	8.43
Drafters	9.54	9.95
Electronics technicians	11.85	13.29
Computer operators	8.18	8.58
Computer programmers	11.49	11.05
Computer systems analysts	13.63	15.75
Maintenance & powerplant		
Carpenters	NA	NA
Electricians	12.46	13.30
Engineers, stationary	NA	13.39
Machinists	11.99	12.45
Mechanics (machinery)	11.21	12.29
Tool & die makers	NA	11.69
Custodial & material movement		
Guards	NA	4.22
Janitors, porters & cleaners	4.05	3.88
Laborers, material handling	7.78	8.46
Shippers & receivers	7.94	7.82
Truckdrivers	9.14	8.38
Forklift operators	8.44	8.50

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	33.9	NA	NA
MANUFACTURING	228.0	40.3	7.59
DURABLE GOODS	127.8	41.4	8.17
Lumber & wood prods.-SIC 24	22.9	44.5	6.93
Furniture & fixtures-SIC 25	22.3	38.7	7.17
Stone, clay, & glass prods.-SIC 32	6.0	43.7	7.61
Primary & fabricated metals -SIC 33	NA	NA	NA
Fabricated metal products-SIC 34	12.5	NA	NA
Machinery, except electrical-SIC 35	12.8	42.2	8.30
Electrical & electronic equip.-SIC 36	21.1	39.8	9.10
Transportation equipment-SIC 37	21.0	40.6	10.28
Instruments & related products-SIC 38	1.4	NA	NA
Misc. mfg. industries-SIC 39	3.9	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Biloxi 3 (Gulfport)
Columbus 1, 2, 7, 8, 10, 13, 17
Greenville 2, 17
Gulfport 3, 5, 14, 16, 18
Hattiesburg 4, 5, 7 (11, 13, 15, 17 through Laurel)
Jackson 4, 5, 9, 12, 16, 18, 19
Meridian 5-8, 10, 13, 15, 17
Pascagoula 3 (Mobile, AL)
Vicksburg 5 (Jackson)

Railroads

1. Burlington Northern R.R. Co.
2. Columbus and Greenville Railway
3. CSX Transportation, Inc.
4. Illinois Central
5. Midsouth Corp.
6. Norfolk Southern Corp.
7. Southern Railway Co.
8. South Rail Corp.

Airlines

9. American
10. Americn Eagle
11. Atlantic Southeast
12. Delta
13. Delta Connection-Atlantic Southeast
14. Eastern Express-Metro
15. Express Airlines 1
16. Northwest
17. Northwest Airlink-Express Airlines 1
18. Royale Airlines
19. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Biloxi — 4e, 2g
Columbus — 1e, 5g
Greenville — 3e, 5g
Gulfport — 4e, 2g
Hattiesburg — 4e, 7g
Jackson — 3e, 5g
Meridian — 4e, 5g
Pascagoula — 4e
Vicksburg — 3e, 6g

1. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
2. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
3. Mississippi Power & Light Co.
   Electric Bldg., Box 1640, Jackson 39215-1640
4. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
5. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
6. Vicksburg Water & Gas Admin.
   801 Washington St., Vicksburg 39180
7. Willmut Gas & Oil Co.
   315 Main St., Hattiesburg 39403-1649

Rural utilities contacts:

Elec. Power Assn. of Miss.
Jack R. Rhodes, Ind. Dev. Dir.
P.O. Box 7897, Jackson 39204
601/922-2341

S. Mississippi Elec. Power Assn.
Henry L. Thomas, Mgr.
P.O. Box 15849, Hattiesburg 39404
601/268-2083

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	881	11,251
Gem stones	NA	1
Sand & gravel (construction)	13,100	40,000
Stone (crushed)	1,600	4,200
Combined value of cement (masonry 1985-86, portland), clays (ball and fuller's earth, 1986-87), and sand and gravel (industrial)		45,742
Total 1987 (preliminary)		101,194

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Biloxi	52	82	1498	2652
Columbus	42	81	2860	2003
Greenville	43	82	2635	2246
Hattiesburg	48	81	2027	2338
Jackson	46	82	2389	2290
Meridian	46	81	2479	2158
Vicksburg	47	82	2201	2306

DEVELOPMENT COUNSELORS:

State Development Agency

Holladay, J. Mac, Dir.
Mississippi Dept. of Econ. Dev.
P.O. Box 849
Jackson, 39205
601/359-3449

Areas & Others

Columbus
Ford, Charleigh D., C.I.D., Exec. Dir
Columbus-Lowndes Econ. Dev. Assoc.
P.O. Box 1805, 39703
601/328-8369

Gulfport
Newcomb, Leslie, Exec. Dir.
Southern Miss. Plng. & Dev. Dist.
1020-32nd Ave., 39501
601/868-2311
Ueltschey, Chuck, Mgr.
Dept. of Econ. Dev.
Mississippi Power Company
P.O. Box 4079, 39501
601/865-5266

Hernando
Brown, James L., Exec. Dir.
DeSoto Cty. Econ. Dev. Council
38632
601/368-4414

Jackson
Bounds, Mark S., Asst. Ind. Dev. Dir.
Electric Power Assn. of Miss.
P.O. Box 7897, 39204
601/922-2341
Mayo, Will, Mgr., Econ. Dev.
Mississippi Power & Light Co.
P.O. Box 1640, 39205
601/969-2343

Vicksburg
Heidel, James B., Exec. V.P.
Vicksburg/Warren Cty. Chamber of Comm., Port & Econ. Dev. Fdtn.
P.O. Box 709, 2020 Mission 66, 39180
601/636-1012

TENNESSEE

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Free port law
- Investment tax credit

Tax rates:

Corp. income tax....... 6% net earnings
Personal income tax none on wages & salaries
Sales tax ....5½% + ¾%-2¾% local
Incorporation fee .... Min. fees: domestic–$50, foreign–$300 flat fee
Franchise tax.......................... 25¢/$100
Inventory tax.................................. none
Gasoline tax .... $.17/gal.

Advanced education facilities:

Four-year colleges & universities.....50
Two-year or junior colleges 26
Vocational & business schools........51

Medical facilities:

Hospitals 141
Clinics .... NA

Labor analysis:

Civilian labor force................2,335,000 (1987 avg.)
Public high school graduates.....................51,506 (1988)

For additionnal labor market information, contact Dept. of Employ. Security, Rm. 536, Cordell Hull State Office Bldg., Nashville, TN 37219, 615/741-2284

Environment Controls:

Air pollution Air Pollution Control, Tennessee Dept. of Health and Environment, 701 Broadway Customs House, 4th flr., 372/219-5403, 615/741-3931

Water pollution: Water Pollution Control, Tennessee Dept. of Health and Environment, 150 Ninth Ave., N., Nashville, TN 37219-5404, 615/741-2275

HAS THE
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Cleveland/Bradley, Tennessee

Discover why

Contact: Glen Kelley
Economic Development Council
P.O. Box 2275
Cleveland, Tennessee 37320-2275
(615) 472-6587

Circle 53 on Brochure Service Card

TENNESSEE

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
TENNESSEE	4,590.8	4,899.5
Bristol*	43.0	42.4
Chattanooga	169.6	165.7
Clarksville	54.8	78.3
Cleveland	26.4	NA
Columbia	25.8	NA
Hendersonville	26.6	NA
Jackson	49.1	52.9
Johnson City	39.8	45.6
Kingsport	32.0	32.1
Knoxville	183.1	175.2
Memphis	646.4	671.4
Murfreesboro	32.8	43.5
Nashville-Davidson	455.7	482.5
Oak Ridge	27.7	27.7

*Bristol is a two-state city. Total includes both Va. and Tenn.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Chattanooga, TN/GA	426.5	434.3
Clarksville-Hopkinsville, TN/KY	150.2	158.6
Jackson	74.5	78.6
Johnson City-Kingsport-Bristol, TN/VA	433.6	451.6
Knoxville	566.0	601.8
Memphis, TN/AR/MS	912.9	968.5
Nashville	850.5	960.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE	499.3	41.5	9.00
Chattanooga	46.5	42.4	8.32
Johnson City-Kingsport-Bristol	55.2	43.5	9.48
Knoxville	51.5	40.7	8.93
Memphis	54.0	43.1	8.94
Nashville	87.3	41.5	10.34

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TENNESSEE	2,320.9	129.8	5.6
Chattanooga	211.1	11.8	5.6
Johnson City-Kingsport-Bristol	217.0	11.6	5.3
Knoxville	277.6	13.6	4.9
Memphis	445.9	22.1	5.0
Nashville	501.7	22.2	4.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Chattanooga, TN/GA 9/86	Memphis, TN/AR/MS 11/86
Office, professional, & technical		
Payroll clerks ....$	7.24	7.65
Accounting clerks..........	6.86	7.14
File clerks	NA	5.05
Typists..............................	NA	6.77
Key entry operators	[illegible]	6.40
Secretaries........................	6.58	8.81
Stenographers.................	NA	NA
Switchbd opr-recept's	6.17	5.81
Word processors.............	7.03	8.43
Drafters	9.88	9.95
Electronics technicians..	10.22	13.29
Computer operators........	7.87	8.58
Computer programmers	12.77	11.05
Computer systems analysts	20.03	15.75
Maintenance & powerplant		
Carpenters	NA	NA
Electricians......................	11.14	13.30
Engineers, stationary......	NA	13.39
Machinists	10.04	12.45
Mechanics (machinery)...	10.80	12.29
Tool & die makers	NA	11.69
Custodial & material movement		
Guards..............................	4.80	4.22
Janitors, porters & cleaners........................	4.68	3.88
Laborers, mat'l hdlg........	7.74	8.46
Shippers & receivers	7.26	7.82
Truckdrivers.....................	9.19	8.38
Forklift operators	7.79	8.50

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	96.6	NA	NA
MANUFACTURING	495.4	41.6	8.78
DURABLE GOODS	243.7	41.9	9.38
Lumber & wood prods.-SIC 24	20.4	40.7	6.12
Furniture & fixtures-SIC 25	25.3	40.2	7.41
Stone, clay, & glass prods.-SIC 32	15.0	45.8	11.55
Primary metal industries-SIC 33	15.7	43.0	11.68
Fabricated metal products-SIC 34	39.4	41.6	9.47
Machinery, except electrical-SIC 35	36.7	NA	NA
Electrical & electronic equip.-SIC 36	36.1	NA	NA
Transportation equipment-SIC 37	34.6	NA	NA
Instruments & related products-SIC 38	9.2	40.4	8.97
Misc. mfg. industries-SIC 39	11.2	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Chattanooga 2, 4, 6, 8, 10, 12, 14, 16, 18, 21, 22
Clarksville 2, 23
Cleveland 6 (Chattanooga)
Columbia 2 (Nashville)
Hendersonville 2 (Nashville)
Jackson 2, 3, 19
Johnson City 2, 6, 11
Kingsport 2, 6, (9, 11, 12, 14, 21, 22, 28, 30 through Tri-City)
Knoxville 2, 4, 6, 9, 10, 12, 14, 18, 21, 22, 25, 27, 29, 30
Memphis 1-8, 10, 15, 17-19, 21, 26, 27, 30
Murfreesboro 2 (Nashville)
Nashville-Davidson 2, 8-10, 12, 13, 18, 20, 21, 24, 26, 27, 30
Oak Ridge 2 (Knoxville)

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Illinois Central
4. Norfolk Southern Corp.
5. St. Louis Southwestern Rwy Co.
6. Southern Railway
7. Union Pacific Railroad

Airlines

8. American
9. American Eagle
10. Delta
11. Delta Connection-Atlantic Southeast
12. Delta Connection-Comair
13. Eastern
14. Eastern Express-Metro
15. Exec Express II, Inc.
16. Metro Airlines
17. Midway Airlines, Inc.
18. Northwest
19. Northwest Airlink-Express Airlines 1
20. Pan American World Airways, Inc.
21. Piedmont
22. Piedmont Regional-Henson
23. Prime Air
24. Southwest Airlines
25. Trans World Express-Air Midwest
26. TWA
27. United
28. United Express-Air Wisconsin
29. United Express-Presidential Airways
30. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Chattanooga — 1e, 2g
Clarksville — 3e, 4g
Cleveland — 5e, 2g
Columbia — 6e, 18g
Hendersonville — 13e, 14g
Jackson — 7eg
Johnson City — 8e, 17g, 18g
Kingsport — 9e, 17g, 18g
Knoxville — 10eg
Memphis — 11eg
Murfreesboro — 12e, 18g
Nashville-Davidson — 13e, 14g, 18g
Oak Ridge — 15e, 16g

1. Chattanooga Elec. Power Bd.
   537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
   811 Broad St., Chattanooga 37402
3. Clarksville Dept. of Electricity
   2021 Guthrie Hwy, Box 1007
   Clarksville 37041-1007

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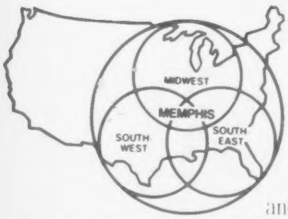

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TENNESSEE

4. Clarksville Gas Dept.
   104 Public Square, Clarksville 37040
5. Cleveland Utilities
   2450 Guthrie Dr. N.W., Box 2730
   Cleveland 37311
6. Columbia Power System
   201 Pickens La., Box 379, Columbia
   38401
7. Jackson Utility Division, Electric
   P.O. Box 68, Jackson 38302-0068;
   Jackson Utility Division, Gas
   119 E. College, Jackson 38301
8. Johnson City Power Bd.
   100 N. Roan, Box 1636, Johnson City
   37601
9. Kingsport Power Co.
   422 Broad St., Box 111
   Kingsport 37660
10. Knoxville Utilities Bd.
    626 Gay St., S.W., Knoxville 37902-1626
11. Memphis Light, Gas & Water Div.
    220 S. Main St., Box 430, Memphis
    38101
12. Murfreesboro Electric Dept.
    205 N. Walnut, Box 9 Murfreesboro
    37133-0009
13. Nashville Electric Service
    1214 Church St., Nashville 37203
14. Nashville Gas Co.
    814 Church St., Nashville 37203
15. Oak Ridge Electrical Div.
    Box 1, Oak Ridge 37830
16. Oak Ridge Utility Dist. (Gas)
    101 Bus Terminal Rd., Box 449, Oak
    Ridge 37831-0449
17. Tennessee-Virginia Energy Corp.
    Box 60, Johnson City 37601
18. United Cities Gas Co.,
    5300 Maryland Way, Brentwood
    37027

Rural utilities contacts:

Kingsport Power Co.
C.S. Bacon, Exec. Asst.
422 Broad St., P.O. 111
Kingsport 376602
615/378-5000

Tenn. Electric Co-op Assn.
Frank C. Perkins, Gen. Mgr.
P.O. Box 100912, Nashville 37210
615/367-9284

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,223	26,489
Gem stones	NA	W
Phosphate rock — thou. metric tons	W	W
Sand & gravel:		
Construction	7,800	28,900
Industrial	W	W
Stone:		
Crushed	44,300	194,800
Dimension	6	1,830
Zinc — metric tons	W	W
Combined value of barite, cement, clays (fuller's earth), cooper, lead (1985), lime, pyrites, silver, stone (crushed granite), zinc (1987), and values indicated by symbol W		254,927
Total 1987 (preliminary)		506,946

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Chattanooga	39	79	3583	1578
Clarksville	36	79	4014	1514
Jackson	37	79	3707	1625
Knoxville	38	78	3658	1449
Memphis	40	82	3207	2067
Murfreesboro	38	79	3734	1573
Nashville	37	79	3756	1661
Oak Ridge	37	77	4006	1294

DEVELOPMENT COUNSELORS:

State Development Agency

Johnson, Carl, Commissioner
Dept. of Econ. & Comm. Dev.
Rachel Jackson Bldg., 8th Fl.
320 6th Ave. North
Nashville, 37219-5308
615/741-1888
1-800/251-8594 toll free

Areas & Others

Bristol
Robinson, C. Thomas, Exec. V. P.
Gtr. Bristol Area Chamber of Comm.
P.O. Box 519, 24203-0519
615/968-4399

Cleveland
Kelley, Glen E., Exec. VP
Cleveland/Bradley Cham. of Comm.
2100 Keith St.
P.O. Box 2275, 37320
615/472-6587

Dickson
Carter, Tom, Exec. Dir.
Dickson County Cham. of Comm.
P.O. Box 612, 37055
615/446-2349

Kingsport
Holt, Stephen B., C.I.D., Exec. V. P.
Kingsport Area Chamber of Comm.
P.O. Box 1403, 37662
615/246-2010
Bacon, C.S., Exec. Ass't.
Kingsport Power Co.
422 Broad St., 37660
615/378-5000.

Jackson
Clifton, Christopher, V.P., Econ. Dev.
Jackson Area C. of C.
P.O. Box 1904, 38302
901/423-2200

Lewisburg
Burns, Tommy G., Ind. Dev. Dir.
City of Lewisburg
P.O. Box 332, 505 Ellington Pkwy.
37091
615/359-1544

Memphis
Stock, James B., Asst. V.P.
Belz Enterprises
5118 Park Ave., 38187
901/767-4780
Perry, William, Exec. V.P.
Memphis Area C. of C.
P.O. Box 224, 38101
800/238-1200

Nashville
Harris, Fred H., Econ. Dev. Dir.
Nashville Chamber of Comm.
161 4th Ave. N., 37219
615/259-3900
Hartman, H. Carl, Jr.
Dir., Power Use Div.
Nashville Electric Service
1214 Church St., 37203
615/747-3689

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Regional Review

Following are summaries of some of the events affecting site location in each of the West North Central states in 1988. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Iowa

"The dollar fell in 1988 . . . resulting in a dramatic increase in Iowa's international export base," reports a state economist. Exports included farm machinery and agricultural products. Durable goods manufacturing showed the largest increase in 1988.

The state experienced other signs of economic health last year, which economists see continuing for the foreseeable future. Unemployment dropped from 5.5% in 1987 to 4.5% in 1988. Total employment rose 4.7%, with the greatest growth in the service and financial sectors. Insurance, food processing, telemarketing, and biotechnology have been identified as targeted industries, and accounted for about 4,500 new jobs in 1988.

The state legislature has lowered unemployment tax rates for businesses. In 1989, the unemployment tax rate for new employers is 1.06% with a taxable wage base of $11,500. 51% of all Iowa employers have a rate of zero and will not pay unemployment tax in 1989. In addition, funds from the state lottery have been used for gap financing, interest-rate buydowns, and forgivable loans, all tied to job creation and diversification.

POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
★ State Capital
Minneapolis
St. Paul
Duluth
Des Moines
Omaha
Lincoln
Topeka
Kansas City
St. Louis
Wichita
Springfield
MO
Kansas City
Independence
KANS.
Kansas City
Raytown
Prarie Vil.
Overland Park
0 Miles 5
MO
Florissant
St. Charles
Ferguson
ILL.
Granite City
University City
St. Louis
Webster Groves
East St. Louis
Kirkwood
Le May
Belleville
0 Miles 10
Coon Rapids
Brooklyn Park
Brooklyn Center
Fridley
Roseville
Maplewood
Crystal
Minneapolis
Minnetonka
St. Louis Park
St. Paul
Edina
Richfield
South St. Paul
Bloomington
0 Miles 10
MINN.

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Kansas

Reports from the Kansas Department of Commerce note that "the economy can best be described as stable." However, increased legislative funding for state and industrial promotion—as well as the number of large companies locating or expanding in Kansas—has increased significantly.

In 1988 the Legislature created: the "Kansas Partnership Fund," a loan program to cities or counties for infrastructure development aimed at "basic" enterprises; the Agricultural Value-Added Processing Center, a university-related center to provide research and technical assistance for food and non-food agricultural processing businesses; statutes to continue the Kansas Industrial Training Program (KIT); the Kansas Industrial Retraining Program (KIR). The Tax Increment Financing statutes were revised and the state minimum wage was raised to $2.65 per hour.

The state is seeing more big business activity—attributed in part to its viability for telecommunications, i.e., its favorable telephone rates and its location at the midpoint of the East and West Coast time zones. Additionally, Southwestern Bell has been aggressively wooing business prospects to the state.

Minnesota

"Minnesota's strong economic growth has produced an increasing share of quality jobs," reports Minnesota economic development consultant Terrell Towers.

Among the growth indicators: The state per capita gross state product has grown faster than the national average since 1983. The 33% growth rate since 1983 has exceeded that of all mid-western and western states except Michigan and Arizona.

In 1987, the Greater Minnesota Corporation (GMC), a quasi-public agency, was formed to foster economic growth through applied research and targeted financial aid. During 1988 voters approved a state lottery, and lawmakers alloted half the proceeds from the lottery during its first five years to the GMC. Proceeds could amount to as much as $300 million.

Other measures initiated in 1988 included a lowering of commercial and property taxes by an average of 4%. Reforms in the unemployment compensation system will lower costs for most Minnesota businesses. Minnesota also invested over $39 million in technology initiatives, ranking it fourth among all states in technology expenditure.

Missouri

"A robust economy and broad-based industrial growth during 1988 led to the creation of the second largest number of new manufacturing jobs in nearly two decades," reports a state spokesman.

Missouri ranked as the second-most favorable manufacturing climate among the nation's 27 "manufacturing-intensive" states in Grant Thornton's July 1988 *Manufacturing Climates Study*. St. Louis—home to Ralston-Purina and McDonnell Douglas—ranked third in the nation in the number of top-100 industrial companies.

Though large layoffs were reported in auto production last year (*PL* 1988), new/expanding businesses in 1988 included GM, Kawasaki Motors, and a joint venture between Orscheln auto parts company and Yuhshin of Tokyo.

Legislation in 1988 included a bill that made $100 million in low-interest loans available throughout the state and created the Missouri Main Street program. The reduced rate on the loans, to new or expanding businesses, was 7.9% in August 1988.

Nebraska

"Nebraska is taking great steps to diversify beyond agriculture. [In 1987] the state passed a broad-based economic development package, which included tax breaks for creating new jobs . . . more than 91 companies applied for the tax benefits, creating 11,119 jobs and investing $1.26 billion in the state," according to Grant Thornton's July 1988 *Manufacturing Climates Study*. And though Omaha and Lincoln are still food processing centers, finance and telemarketing are becoming more important in those cities.

This January, the Employment Expansion and Investment Act went into effect. The act allows credits which reduce the liability of companies increasing employment and inventory by at least $100,000.

North Dakota

Both Dakotas are working to attract business and diversify their economies away from agriculture. And, both states offer an "extremely attractive environment in which to do business," according to Grant Thornton's July 1988 *Manufacturing Climates Study*. Among North Dakota's attributes are a non-unionized work force and low workers' compensation costs.

In Grant Thornton's study, the state ranked first among the 48 states tracked for selected quality of life, second in labor costs and third in availability and productivity of resources.

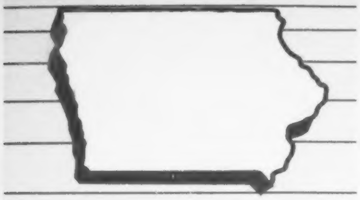
North Dakota's efforts to attract industry include creation of a public venture capital fund in 1987. In 1988, the Bank of North Dakota established the Risk Loan Program, offering lower lead lender rates. And, the Economic Development Commission's Battelle Target Manufacturing industrial study has targeted 17 major industry groups for the state.

South Dakota

South Dakota ranked first in labor costs, third in state-regulated employment costs, and 10th for selected quality of life, in Grant Thornton's July 1988 *Manufacturing Climates Study*.

Among the state's attractions are: no corporate income tax, no personal income tax, no personal property tax, no business inventory tax, low workman's compensation, and low unemployment insurance. And, Grant Thornton reports that South Dakota has the least unionized work force in the country.

The creation of a low-interest revolving loan fund and a funding mechanism in 1987, tying academic research to private business, helped spur growth in 1988, according to state reports. Unemployment insurance rates were lowered by 16% in 1988, and are expected to decrease 36% this year. Additionally, there has been increased local participation in economic development. ☐



IOWA

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Grant/loans for econ. dev.
- Highway improvement fund for econ. dev. (RISE through IA D.O.T.)
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for co. headquarter facilities
- Aid for job training
- Loans through Iowa Bus. Dev. Credit Corp. and Iowa Bus. Growth Co.
- Venture capital through Iowa Prod. Dev. Corp. & InvestAmerica

Tax rates:
- Corporate income tax .... 6-12% Applies only to profits from sales in IA. Profits from sales outside IA are exempt. Deduction for 50% of federal taxes paid. Iowa has adopted the Federal Accelerated Cost Recovery System.
- Personal income tax .... .4%-9.9%, 100% deduction for federal taxes paid
- Sales tax 4%
- Incorporation tax .... Fees based on stated capital. Range from $15-$3,010 for corporations with stated capital over $500 million

Advanced education facilities:

State universities	3
Private colleges	27
Area vocational & community colleges	15
Four-year colleges & universities	40
Two-year or junior colleges	16
Vocational & business schools	NA

Medical facilities:

Hospitals	139
Clinics	NA

Labor analysis:

Civilian labor force	1,423,800
High-school grads (25-64 yrs old)	85.7%
Mfg. workers in unions	20.5%

For additional labor market information, contact Dept. of Employment Service, 200 E. Grand Ave., Des Moines, IA 50309, 515/281-5387

Environment controls:

Air & water pollution: Larry Wilson, Director, Dept. of Natural Resources, Wallace State Office Bldg., Des Moines, IA 50319, 515/281-8691

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
IOWA	2,913.4	2,860.7
Ames	45.8	45.0
Bettendorf	27.4	NA
Burlington	29.5	NA
Cedar Falls	36.3	32.6
Cedar Rapids	110.2	108.1
Clinton	32.8	NA
Council Bluffs	56.4	56.8
Davenport	103.3	98.7
Des Moines	191.0	194.1
Dubuque	62.3	59.5
Fort Dodge	29.4	NA
Iowa City	50.5	50.6
Marshalltown	26.9	NA
Mason City	30.1	NA
Ottumwa	27.4	NA
Sioux City	82.0	79.0
Waterloo	76.0	68.1

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Cedar Rapids	169.8	168.4
Davenport-Rock Island, Moline, IA/IL	384.0	374.0
Des Moines	368.0	385.4
Dubuque	93.7	90.8
Iowa City	81.7	85.9
Omaha, NE/IA	585.0	621.0
Sioux City, IA/NE	117.5	116.4
Waterloo-Cedar Falls	162.8	149.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA	227.0	41.8	10.67
Cedar Rapids	24.1	41.4	12.38
Dubuque	13.1	41.6	11.65
Des Moines	25.6	41.0	11.55
Sioux City	10.6	32.1	8.80

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IOWA	1,495.1	52.9	3.5
Cedar Rapids	95.8	2.8	2.9
Des Moines	233.3	7.7	3.3
Dubuque	45.4	1.8	3.9
Sioux City	61.2	2.5	4.0
Waterloo-Cedar Falls	70.0	3.0	4.2

*preliminary figures

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CALL: 515/437-4400

Gary Williams, Mgr. Area Development, Iowa Southern Utilities Co.
300 Sheridan Avenue, Centerville, Iowa 52544

Circle 55 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Davenport Rock Island Moline, IA/IL 2/86
Office, professional, & technical	
Payroll clerks	$ 9.36
Accounting clerks	8.81
File clerks	5.32
Typists	9.28
Key entry operators	9.28
Secretaries	11.66
Stenographers	NA
Switchbd opr-recept's	6.27
Word processors	7.25
Drafters	11.80
Electronics technicians	12.79
Computer operators	10.89
Computer programmers	12.34
Computor systems analysts	16.03
Maintenance & powerplant	
Carpenters	14.37
Electricians	14.92
Engineers, stationary	14.89
Machinists	14.27
Mechanics (machinery)	14.11
Tool & die makers	15.82
Custodial & material movement	
Guards	12.49
Janitors, porters & cleaners	7.65
Laborers, mat'l handling	11.27
Shippers & receivers	NA
Truckdrivers	12.61
Forklift operators	11.79

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	35.0	42.9	11.33
MANUFACTURING	213.4	40.0	10.61
DURABLE GOODS	123.9	41.3	10.99
Lumber & furniture-SIC 24	NA	NA	NA
Stone, clay & glass-SIC 32	6.2	44.2	9.89
Primary metal industries-SIC 33	6.8	44.7	12.96
Fabricated metal products-SIC 34	15.9	40.2	9.74
Machinery, except electrical-SIC 35	41.3	42.7	13.07
Electrical & electronic equip.-SIC 36	23.7	40.3	10.77
Transportation equipment-SIC 37	10.4	42.2	8.64

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ames 2 (Des Moines)
Bettendorf 1, 8 (Moline, IL)
Burlington 1, 14, 25
Cedar Falls 2, 3 (Waterloo)
Cedar Rapids 2, 3, 11-13, 20, 21, 26-28
Clinton 1, 2, 8, 23
Council Bluffs 1-5, 8, 9 (Omaha, NE)
Davenport 1, 4, 8 (Moline, IL)
Des Moines 1, 2, 4, 7, 10, 12, 13, 15, 16, 18, 20, 22, 26, 27
Dubuque 1, 3, 8, 11, 17, 19
Fort Dodge 2, 3, 16, 21
Iowa City 1, 4, 8 (Cedar Rapids)
Marshalltown 2 (Des Moines)
Mason City 2, 8, 16, 21
Ottumwa 1, 8, 16
Sioux City 1-3, 12, 13, 21, 25-27
Waterloo 2, 3, 11, 13, 16, 17, 19, 21, 24

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Chicago Central & Pacific Railroad
4. Iowa Interstate R.R. Ltd.
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Soo Line Railroad
9. Union Pacific Railroad

Airlines

10. American
11. American Eagle
12. America West
13. Braniff
14. Continental Express-Britt North
15. GP Express
16. Great Lakes Aviation
17. Iowa Airways
18. Midway Airlines, Inc.
19. Midway Connection-Iowa Airways
20. Northwest
21. Northwest Airlink-Express Airlines 1
22. Northwest Airlink-Mesaba
23. Propheter Aviation
24. Trans World Express-Air Midwest
25. Trans World Express-Resort Air
26. TWA
27. United
28. United Express-Air Wisconsin

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ames — 1e, 4g
Bettendorf — 6eg
Burlington — 9eg
Cedar Falls — 2eg
Cedar Rapids — 4e, 6g
Clinton — 3eg
Council Bluffs — 7e, 10g, 11g
Davenport — 6eg
Des Moines — 7e, 5g
Dubuque — 3e, 10g, 11g
Fort Dodge — 6eg
Iowa City — 6eg
Marshalltown — 4eg
Mason City — 3eg
Ottumwa — 9e, 6g
Sioux City — 8eg
Waterloo — 8eg, 12g

1. Ames Electric System
   Municipal Bldg., Ames 50010
2. Cedar Falls Utilities
   612 E. 12th St., Box 769, Cedar Falls 50613
3. Interstate Power Co.
   1000 Main St., Box 769, Dubuque 52004-0769
4. IE Industries Inc.
   Tower, 200 1st St. S.E., Cedar Rapids 52401
5. Iowa Gas Co.
   P.O. Box 10410, Des Moines 50306
6. Iowa-Illinois Gas & Electric Co.
   206 E. 2nd St., Box 4350, Davenport 52808
7. Iowa Power & Light Co.
   666 Grand Ave., Box 657, Des Moines 50303
8. Iowa Public Service Co.
   401 Douglas St., Box 778, Sioux City 51102
9. Iowa Southern Utilities Co.
   300 E. Sheridan Ave., Centerville 52544
10. Peoples Natural Gas Co.
    25 Main Pl., Council Bluffs 51501
11. UtiliCorp United, Inc.
    922 Walnut, Box 13287,
    Kansas City, MO 64199-3287
12. Waterloo Municipal Gas
    104 W. 4th St., Waterloo 62298

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott
1717 E. Interstate Ave.
Bismarck, ND 58501
701/233-0441

Central Iowa Power Co-op
Melvin D. Nicholas, Dir. of Admin. Svcs. & P.R.
P.O. Box 2517, Cedar Rapids 52406
319/366-8011
Corn Belt Power Co-op
James W. Humphreys, Admin. Svcs. Mgr.
1300 13th St. N., P.O. Box 508
Humboldt 50548
515/332-2571

Dairyland Power Co-op
Richard K. Williams, Dir., Mktg. & Area Relations
2615 East Ave. S., P.O. Box 817
La Crosse, WI 54602-0817
608/788-4000

Iowa Assn. of Elec. Co-ops
Mark Templeton, Gov. Rel. Dir.
8525 Douglas, Ste. 48
Des Moines 50322
515/276-5350

L & O Power Co-op
Willis Jongerius, Mgr.
315 First Ave., Rock Rapids 51246
712/472-2531

Northwest Iowa Power Co-op
Philip A. Hauan, Gen. Mgr.
P.O. Box 240, Hwy. 75 S.
Le Mars 51031
712/546-4141

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	50	3,300
Portland	2,400	114,800
Clays	511	1,492
Gem stones	NA	20
Gypsum	1,837	12,685
Peat	30	383
Sand & gravel (construction)	19,000	59,100

Stone (crushed)	25,900	110,300
Combined value of other nonmetals		6,102
Total 1987 (preliminary)		308,162

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan	Jul	Heating	Cooling
Ames	17	74	6874	792
Cedar Rapids	19	74	6671	828
Clinton	20	74	6482	872
Des Moines	19	76	6554	1019
Dubuque	16	72	7375	580
Fort Dodge	16	74	7175	785
Iowa City	20	75	6376	968
Marshalltown	17	74	7013	761
Mason City	13	72	7666	655
Sioux City	16	76	6947	940
Waterloo	14	73	7537	667

DEVELOPMENT COUNSELORS:

State Development Agency

Henningsen, Bob, Bureau Chief
National Marketing
Iowa Dept. of Econ. Dev.
200 E. Grand Ave.
Des Moines, 50309
515/281-5376

Areas & Others

Burlington
Fulknier, Clayton W. III, CEO, Exec. Dir.
Burlington Area Dev. Corp. (BADCO)
P.O. Box 1024, 52601
319/752-2320

Centerville
Williams, Gary, Mngr. Eco. Dev.
Iowa Southern Utilities Co.
300 Sheridan Ave., 52544
515/437-4400

Clinton
Lamont, Hugh G., V.P.
Clinton Area Dev. Corp.
209 Wilson Bldg.
P.O. Drawer 229, 52732-0229
319/242-4536

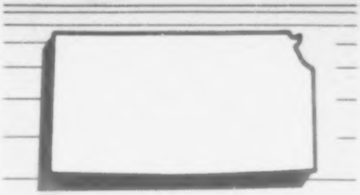
Des Moines
Owens, Gary, Dir. Econ. Dev.
Iowa Power
P.O. Box 657, 50303
515/281-2329

Rock Island
Gibeault, Donald, V.P., Mktg.
Quad-City Development Group
406 First National Bank Bldg., 61201
319/326-1005

Sioux City
Horrell, Jr., Les L., Pres.
Sioux City Chamber of Comm.
101 Pierce St., 51101
712/255-7903

Storm Lake
Rodeen, John K., Pres.
Buena Vista Ind. Corp.
P.O. Box, 224
501 Seneca, 50588
712/732-4563

West Des Moines
Bailey, Jack, Dir.
Iowa Area Dev. Group
2700 Westown Pkwy. #323, 50265
515/223-4817



KANSAS

STATE INFORMATION:

Financial assistance to industry:

- Right-to-work law
- IRBs for land, buildings, & equip.
- Industrial job training program
- Inventory, property, & sales tax exemptions
- Income tax credits (jobs & investment)
- Enterprise zone incentives (jobs & investment)
- Foreign trade zone
- Research & development credits
- Property tax exemptions
- Venture capital invest. tax credits

Financial incentives:

- Economic Dev. Bonds
- State Finance Authority
- Grants/loans
- Tax increment financing
- Risk capital
- Venture capital
- Seed capital
- Research grants
- Training grants

Tax rates:

Corporate income tax	4.5% plus 2.25% surtax on net income in excess of $25,000
Personal income tax	4.05% on first $35,000, 5.30% on over $35,000
Sales tax	4%
Incorporation tax	$75 fee for domestic corps.; $95 fee for foreign corps.
Franchise tax	$20-$2,500
Gasoline tax	$.11/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	22
Vocational & technical schools	17

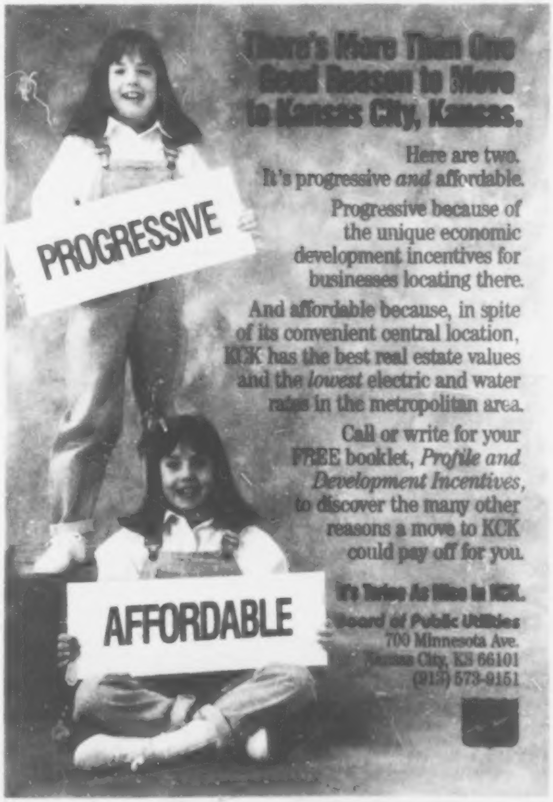
Medical facilities:

Hospitals	166
Clinics	NA

Labor analysis:

Civilian labor force	1,282,263
High school graduates	27,036

For additional labor market information, contact Lou Atherton, Dir., Industrial Development Division, Kansas Dept. of Commerce, 400 West 8th St., Ste. 500, Topeka, KS 66603-3957, 913/296-3483, Telex 4931494 KS



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Board of Public Utilities
700 Minnesota Ave.
Kansas City, KS 66101
(913) 573-9151

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KANSAS

Environment controls:

Air & water pollution: Sharad Bhatia, Dir., Environ. Div., Dept. of Health & Environ., Bldg. 740, Forbes Field, Topeka, KS 66620, 913/296-1500

POPULATION:

Cities over 5,000

	Census 1980 —Thousands—	Estimate 1988
KANSAS	2,363.2	2,495.0
Emporia	25.3	NA
Hutchinson	40.3	42.6
Kansas City	161.1	162.3
Lawrence	52.7	57.2
Leavenworth	33.7	36.6
Manhattan	32.6	NA
Olathe	37.3	53.8
Overland Park	81.8	97.7
Salina	41.8	43.0
Shawnee	29.7	NA
Topeka	115.3	122.0
Wichita	279.3	292.7

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Kansas City, MO/KS	1,433.0	1,542.7
Lawrence	67.6	73.2
Topeka	154.9	162.2
Wichita	411.3	442.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS	181.1	41.1	10.31
Topeka	8.5	40.1	11.87
Wichita	60.6	41.0	10.79

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
KANSAS	1,281.7	52.5	4.1
Topeka	90.5	4.0	4.4
Wichita	251.0	11.0	4.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Wichita 4/86	Kansas City, MO/KS 9/88
Office, professional & technical		
Payroll clerks ....$	7.48	8.18
Accounting clerks	8.10	7.80
File clerks	6.06	5.54
Typists..............................	7.13	7.04
Key entry operators	7.49	7.41
Secretaries........................	9.93	9.36
Stenographers	NA	9.65
Switchbd opr-recept's	5.56	6.36
Wordprocessors	7.94	8.15
Drafters	11.55	11.24
Electronic technicians....	13.11	14.88
Computer operators........	9.26	9.35
Computer programmers .	11.56	13.90
Computer systems analysts	15.16	17.70
Maintenance & powerplant		
Carpenters	NA	12.43
Electricians	13.62	15.37
Engineers, stationary......	12.66	14.30
Machinists	NA	14.07
Mechanics (machinery)...	11.49	13.31
Tool & die makers	13.60	15.51
Custodial & material movement		
Guards..............................	6.28	5.28
Janitors, porters, & cleaners........................	9.41	5.57
Laborers, material handling	6.51	9.27
Shippers & receivers.......	8.45	7.59
Truckdrivers.....................	9.08	10.15
Forklift operators	NA	9.62

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	44.5	NA	NA
MANUFACTURING	175.9	40.8	9.97
DURABLE GOODS	102.4	40.3	10.16
Stone, clay, & glass prods.-SIC 32	6.3	NA	NA
Primary metal industries-SIC 33	2.9	NA	NA
Fabricated metal products-SIC 34	11.0	37.0	8.08
Machinery-SIC 35	NA	NA	NA
Transportation equipment-SIC 37	45.0	40.6	11.91

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1, 8, 9, 12
Kansas City 1-9 (Kansas City, MO)
Lawrence 1, 9 (Topeka)
Leavenworth 1-3, 9 (Kansas City, MO)
Manhattan 9, 12-14
Olathe 1, 2 (Kansas City, MO)
Overland Park (Kansas City, MO)
Salina 1, 6, 9, 12, 13
Shawnee (Kansas City, MO)
Topeka 1, 6, 8, 9, 12-14
Wichita 1, 2, 6, 9-12, 15-19

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Illinois Central
5. Kansas City Southern Railway Co.
6. Missouri-Kansas-Texas (Oklahoma-Kansas-Texas)
7. Norfolk Southern Corp.
8. St. Louis Southwestern Railway Co.
9. Union Pacific Railroad

Airlines

10. American
11. America West
12. Braniff
13. Braniff Express-Capitol Air Service
14. Capitol Air Service
15. Continental
16. Northwest
17. TWA
18. United
19. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Emporia — 5eg
Hutchinson — 5eg, 1g
Kansas City — 2e, 5g
Lawrence — 5e
Leavenworth — 5eg, 7g
Manhattan — 5eg
Olathe — 3e, 5e, 7g
Overland Park — 3e, 5g, 7g
Salina — 5eg
Shawnee — 3e, 5eg
Topeka — 5eg
Wichita — 1g, 4e, 5g

1. Arkansas Louisiana Gas Co.
   Box 751, Little Rock, AR 72203
2. Kansas City Bd. of Pub. Utilities
   700 Minnesota Ave., Kansas City 66101
3. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City, MO 64105
4. Kansas Gas and Electric Co.
   120 E. 1st St., Box 208, Wichita 67201
5. Kansas Power & Light Co.
   818 Kansas Ave., Box 889, Topeka 66601
6. Kansas Public Service Co.
   110 E. 9th, Lawrence 66044
7. Union Gas System, Inc.
   122 W. Myrtle, Independence 67301

Rural utilities contacts:

Kansas Elec. Power Co-op
Charles Ross, Exec. V.P.
P.O. Box 4877, Topeka 66604
913/273-7010

Sunflower Elec. Co-op, Inc.
Carroll L. Waggoner
P.O. Box 980, Hays 67601
913/628-2845

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	55	3,500
Portland	1,800	93,000
Clays	857	5,471
Gem stones	NA	3
Salt (excl. brine)	1,616	68,412
Sand & gravel:		
Construction	14,300	36,600
Industrial	150	1,800
Stone (crushed)	16,200	59,800
Combined value of gypsum, helium, pumice, salt (brine), and stone (dimension)		49,200
Total 1987 (preliminary)................		317,808

* thousand short tons except as noted

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lawrence	28	80	4819	1583
Leavenworth	27	79	5184	1355
Manhattan	27	80	5119	1525
Salina	27	81	5187	1566
Topeka	26	79	5319	1380
Wichita	30	81	4787	1684

DEVELOPMENT COUNSELORS:

State Development Agency

Atherton, Lou, Dir.
Ind. Dev. Div.
Kansas Dept. of Commerce
400 W. Eighth St., Ste. 500
Topeka, 66603-3957
913/296-3483

Areas & Others

Coffeyville
Rockwell, Steve W., C.I.D., Exec. V.P.
Montgomery Cty. Action Council, Inc.
P.O. Box 479, 67337
316/251-5312

Concordia
Miller, Gene, Econ. Dev. Dir.
Cloud Cty./Concordia
City Hall, 66901
913/243-7864

Great Bend
Lyon, Leroy E., Exec. Dir.
Mid-Kansas Econ. Dev. Cmsn.
2015 Lankin, 67530
316/792-1375

Kansas City
Powell, George, Supv., Mktg. & Dev.
Board of Public Utilities
700 Minnesota, 66101
913/573-9151

Salina
Cook, Robert G., C.I.D., Pres.
Salina Area Chamber of Comm.
120 W. Ash, 67401
913/827-9301

Topeka
Imming, Christopher J., Assoc. Dir.
City of Topeka
820 Quincy, Ste. 501, 66612
913/234-0072
Weinmeister
Kansas Power & Light Co.
818 Kansas Ave,
P.O. Box 889, 66601
913/296-6473

Wichita
Alumbaugh, Jack E., Exec. Dir.
S. Central Kans. Econ. Dev. Dist., Inc.
River Park Pl., Ste. 565
727 N. Waco, 67203
316/262-5246
Underkofler, Bill, Area Dev. Mgr.
Kansas Gas & Electric Co.
P.O. Box 208, 67201
316/261-6986
Wynn, Marvin L., C.I.D., Sr. V.P.
Wichita Area Chamber of Commerce
350 W. Douglas, 67602
316/265-7771

MINNESOTA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Small business loans
- Industrial development bonds
- Aid for job training
- Free trade zone
- Energy development loans
- Agricultural resources loans

Tax rates:

Corporate income tax..................9.9%
Personal income tax................6%-8%
Sales tax ....6% on selected items; 4% on capital equip. for new & expanding businesses
Incorp. tax................$125 filing fee for Minn. Corp.; $175 filing fee for non-Minn. corp.
Franchise tax.................................none
Inventory tax.................................none
Gasoline tax ....$.20/gal.

Advanced education facilities:

Four-year colleges & universities 37
Two-year colleges..............................19
Vocational/technical institutes 34
Source: MN Dept. of Education

Medical facilities:

Hospitals 177
Outpatient care facilities 896
Source: MN Dept. of Health & MN Bus. Directory

Labor analysis:

Civilian labor force.................2,329,900
High-school grads ....91.4% of H.S. students

For additional labor market information, contact Dept. of Jobs & Training, 390 N. Robert St., St. Paul, MN 55101, 612/296-6791

Environment controls:

Air & water pollution: Gerald L. Willet, Commssr., Pollution Control Agency, 520 Lafayette Road, St. Paul, MN 55155, 612/296-7301

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MINNESOTA	4,007.1	4,292.3
Blaine	28.6	NA
Bloomington	81.8	89.3
Brooklyn Center	31.2	NA
Brooklyn Park	43.3	54.1
Burnsville	35.7	NA
Coon Rapids	35.8	NA
Crystal	25.5	NA
Duluth	92.8	82.7
Edina	46.1	48.1
Fridley	30.2	NA
Mankato	28.7	NA
Maplewood	27.0	NA
Minneapolis	371.0	370.2
Minnetonka	38.7	NA
Moorhead	30.0	28.9
Plymouth	31.6	NA
Richfield	37.9	NA
Rochester	57.9	59.1
Roseville	35.8	NA
St. Cloud	42.6	43.4
St. Louis Park	42.9	44.3
St. Paul	270.2	276.5
Winona	25.1	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Duluth, MN/WI	266.7	247.6
Fargo-Moorhead, ND/MN	137.6	149.8
Minneapolis-St. Paul, MN/WI	2,137.0	2,336.4
Rochester	92.0	98.4
St. Cloud	163.3	181.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA		
397.0	41.4	10.58
Duluth		
7.8	38.8	10.86
Minneapolis-St. Paul		
263.1	41.5	11.33
St. Cloud		
12.7	39.6	10.06

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MINNESOTA		
2,329.9	80.3	3.4
Duluth		
106.5	5.3	5.0
Minneapolis-St. Paul		
1,380.3	43.9	3.2
Rochester		
60.1	1.4	2.4
St. Cloud		
94.8	3.7	3.9

*preliminary figures

MINNESOTA

Area Wage Survey

Average straight-time hourly earnings

	Minneapolis St. Paul, MN/WI 2/88
Office, professional, & technical	
Payroll clerks	$ 8.46
Accounting clerks	8.11
File clerks	5.85
Typists	6.72
Key entry operators	6.84
Secretaries	9.66
Stenographers	9.91
Switchbd opr-receptionists	7.05
Word processors	8.16
Drafters	11.84
Electronics technicians	13.39
Computer operators	9.68
Computer programmers	13.81
Computer systems analysts	17.19
Maintenance & powerplant	
Carpenters	14.73
Electricians	15.65
Engineers, stationary	14.18
Machinists	15.24
Mechanics (machinery)	13.87
Tool & die makers	15.80
Custodial & material movement	
Guards	6.59
Janitors, porters & cleaners	6.21
Laborers, material handling	10.70
Shippers & receivers	9.14
Truckdrivers	12.72
Forklift operators	11.99

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	81.9	39.3	15.37
MANUFACTURING	374.9	40.9	10.37
DURABLE GOODS	221.4	42.1	10.71
Lumber & furniture-SIC 24	15.4	42.3	11.97
Stone, clay, & glass prods.-SIC 32	8.4	39.6	10.47
Primary metal industries-SIC 33	6.4	43.7	9.44
Fabricated metal products-SIC 34	33.1	42.8	11.84
Machinery, except electrical-SIC 35	79.5	42.2	11.17
Electrical & electronic equip.-SIC 36	27.9	42.7	8.65
Transportation equipment-SIC 37	9.8	43.8	11.86
Instruments & misc. mfg.-SIC 38	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designated agencies listed below. Nearest airports shown in parentheses. (M) = Minneapolis/St. Paul.

Blaine (M)
Bloomington 6 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 2 (M)
Coon Rapids (M)
Crystal 6 (M)
Duluth 1-4, 6, 19, 20
Edina 6 (M)
Fridley 1, 6 (M)
Mankato 11
Maplewood (M)
Minneapolis 1, 2, 6-24, 26-28
Minnetonka (M)
Moorhead 1 (Fargo, ND)
Plymouth (M)
Richfield 6 (M)
Rochester 2, 9, 19, 25
Roseville 1 (M)
St. Cloud 1 (M)
St. Louis Park 1, 2, 6 (M)
St. Paul 1, 2, 6 (M)
Winona 1, 6 (La Crosse, WI)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Duluth, Missabe & Iron Range Rwy.
4. Duluth, Winnipeg & Pacific Railway
5. Illinois Central
6. Soo Line R.R. Co. (Minneapolis, Northfield & Southern)
7. Wisconsin Central Ltd.

Airlines

8. Air Canada-Air Ontario
9. American
10. America West
11. Bemidji Airlines
12. Braniff
13. Canadian Airlines Intl. Can Part-Time Air
14. Continental
15. Delta
16. Great Lakes Aviation
17. Midway Airlines, Inc.
18. Midwest Aviation
19. Northwest
20. Northwest Airlink-Express Airlines 1
21. Northwest Airlink-Mesaba Aviation
22. Northwest Airlink-Simmons Airlines
23. Pan American World Airways, Inc.
24. Piedmont
25. Trans World Express-Air Midwest
26. TWA
27. United
28. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blaine — 7e(MER), 6g
Bloomington — 7e(NMD), 3g
Brooklyn Center — 7e(NOD), 3g
Brooklyn Park — 7e(NOD), 3g
Burnsville — 7e(NMD), 3g
Coon Rapids — 1e, 7e(NOD), 6g
Crystal — 7e(NOD), 3g
Duluth — 4e, 2g
Edina — 7e(NMD), 3g
Fridley — 7e(NOD), 3g
Mankato — 7e(SER), 3g
Maplewood — 7eg(MER)
Minneapolis — 7e(MWR), 3g
Minnetonka — 7e(MWR), 3g
Moorhead — 5e, 7eg(NDR)
Plymouth — 7e(NOD), 3g
Richfield — 7e(NMD), 3g
Rochester — 9e, 8g, 10g
Roseville — 7e(MER)
St. Cloud — 7eg(NWR)
St. Louis Park — 7e(MWR), 3g
St. Paul — 7eg(MER)
Winona — 7eg(HD)

1. Anoka Electric Dept.
   2015 1st Ave. N., Anoka 55303
2. Duluth Dept. of Water & Gas
   414 W. 1st St., Duluth 55811
3. Minnegasco. Inc.
   201 S. 7th St., Minneapolis 55402
4. Minnesota Power & Light Co.
   30 W. Superior St., Duluth 55802
5. Moorhead Pub. Serv. Dept.
   P.O. Box 779, Moorhead 56560
6. North Central Public Service Co.
   1080 Montreal Ave., St. Paul 55116
7. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis 55401
   (HD) Hiawatha Div.
   5050 Service Dr., Wenoma 55987
   (MER) Metro-East Region
   825 Rice St., St. Paul 55117
   (MWR) Metro-West Region
   1518 Chestnut Ave N., Minneapolis 55403
   (NMD) Normandale Div
   5309 W. 70th St., Edina 55435
   (NOD) North Div
   4501-68th Ave. N., Brooklyn Center 55429
   (NDR) North Dakota Region
   2302 Gt. Northern Dr., Fargo, ND 58108
   (NWR) Northwest Region
   3515 3rd St. N., St. Cloud 56301
   (SER) Southeast Region
   210 Lime St., Mankato 56001
8. Peoples Natural Gas Co.
   25 Main Pl., Council Bluffs, IA 51501
9. Rochester Public Utility Dept.
   506-1st Ave. N.E., Rochester 55903-3613
10. UtitiCorp United, Inc.
    922 Walnut, Box 13287, Kansas City, MO 64199-3287

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

Dairyland Power Co-op
Richard K. Williams, Dir.
Mktg. & Area Relations
2615 East Ave. S., P.O. Box 817
La Crosse, WI 54602-0817
608/788-4000

Minnesota Rural Elec. Assn.
Leon V. Barnier, Gen. Mgr.
11640-73rd Ave. N.
Maple Grove 55369
612/424-1020

Minnkota Power Co-op, Inc.
Marvin Gebhardt
P.O. Box 1318
Grand Forks, ND 58201
701/795-4000

United Power Association
Donald Jacobson, Comm. Dev. Mgr.
Elk River 55330
612/441-3121

Westgate. Located in the very center of the Twin Cities.

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The Port Authority has built and filled ten other office/industrial parks throughout the city, offering outstanding financing plans in addition to expertise in site selection and construction development. This same support is yours when you choose Westgate for your new business home.

For details contact:

PORT AUTHORITY OF THE CITY OF ST. PAUL
1900 AMHOIST TOWER • 345 ST. PETER ST. • ST. PAUL, MN 55102
(612) 224-5686 • 1-800-328-8417 • (612) 223-5198 (FAX)

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DOWNTOWN ST. PAUL
6 MINUTES

ARTISTS CONCEPT

WESTGATE
OFFICE-INDUSTRIAL CENTER

Circle 57 on Brochure Service Card

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	W
Iron ore (usable)— thou. long tons, gross wt.	32,039	1,134,653
Peat	22	1,116
Sand & gravel:		
Construction	23,800	71,400
Industrial	W	W
Stone:		
Crushed	9,000	27,900
Dimension	41	15,311
Combined value of clays, lime, and value indicated by symbol W		20,399
Total 1987 (preliminary)		1,270,779

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Austin	12	71	7980	536
Duluth	6	65	9901	150
Rochester	11	71	8277	479
St. Cloud	7	70	8965	397
Winona	13	73	7819	653

DEVELOPMENT COUNSELORS:

State Development Agency

De La Vega, Robert, Asst. Cmsr.
Econ. Dev.
Minn. Dept. of Energy & Econ. Dev.
900 American Center Bldg.
St. Paul, 55101
612/296-3976

Areas & Others

Duluth
Wennberg, Wendy, Bus. Developer
Off. of Bus. Dev., City of Duluth
Room 408, 55802
218/723-3703

Mankato
Forsythe, Larry P., Dir. Econ. Dev.
City of Mankato
202 E. Jackson St., 56001
507/625-3161

Director
Region Nine Dev. Comm.
Box 3367, 56002
507/387-5643

Minneapolis
Threlkeld, Mark D., Econ. Dev. Mgr.
Gtr. Minneapolis Chamber of Comm.
15 S. Fifth St., 55402
612/370-9154

Duckor, Anita, Mgr. Econ. Dev.
Northern States Power Co.
414 Nicolet Mall, 55401
612/330-6724

Rochester
Johnson, Larry, Admin. Econ. Dev.
Southern MN Municipal Power Agency
500 First Ave., S.W., 55902-3303
507/285-0478

St. Paul
Terrell, James E., Asst. Dir. Ind. Dev.
St. Paul Port Authority
1900 Amhoist Tower
345 St. Peter St., 55102
612/224-5686

Thief River Falls
Nagel, Jerry, Exec. Dir.
Northwest Reg. Dev. Comm.
P.O. Box E, 56701
218/681-2637

Wilmar
Larson, Lee, CID, CED
Econ./Community Dev. Specialist
Mid-Minn. Dev. Cmsn.
333 West 6th St., 56201
612/235-8504

MISSOURI

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives, including jobs/investment tax credits for new & expanding business
- Tax-exempt bonds for manufacturers, buildings, land, & equipment, as well as for pollution control equipment
- Special financing & taxation incentives for companies expanding in certain areas, including enterprise zones
- Aid for job training and hiring
- Freeport law
- Tax-exempt inventories
- Economic Development Major Industry Fund program using inactive state funds to back bank loans to industry
- Foreign trade zones located in Kansas City & St. Louis metro. areas
- State loans/loan guarantees
- Grants for research creating new jobs in high technology
- Corporation for Science & Technology and Innovation Centers to encourage development of scientific & technological resources
- Tax-exempt mfg. machinery (sales tax)

Tax rates:

Corporate income tax 5%
Personal income tax ..... $315 + 6% of excess over $9,000
Property tax .... varies locally
Sales tax 4.225%
Franchise tax .... 1/20 of 1% for co.'s with assets over $200,000
Incorporation tax fee:
Domestic — $53 for the first $30,000 or less; over $30,000, $5 for every $10,000 excess
Foreign — same as domestic, plus an additional $10
Inventory tax .... exempt
Gasoline tax .... $.11/gal.

Advanced education facilities:

Four-year colleges & universities 34
Two-year or junior colleges 19
Public area vocational schools 58
Technical & professional schools 9
Theological schools 14

Medical facilities:

Hospitals 179
Clinics .... NA

Labor Analysis:

Civilian labor force 2,529,000 (1986)
High school graduates ... 50,840 (86-87)

Environment controls:

Solid & hazardous waste, drinking water, land reclamation, air & water pollution: Missouri Div. of Environ. Quality, P.O. Box 176, Jefferson City, MO 65102, 314/751-4810

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MISSOURI	4,917.4	5,173.6
Blue Springs	25.9	NA
Cape Girardeau	34.4	NA
Columbia	62.1	65.5
Florissant	55.4	59.6
Independence	111.8	115.9
Jefferson City	33.6	NA
Joplin	38.9	40.8
Kansas City	448.2	446.1
Kirkwood	28.0	NA
Lee's Summit	28.7	NA
Raytown	31.8	NA
St. Charles	37.4	48.0
St. Joseph	76.7	74.3
St. Louis	453.1	426.8
Springfield	133.1	142.4
University City	42.7	43.2

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Columbia	100.4	110.0
Joplin	127.5	135.7
Kansas City, MO/KS	1,433.0	1,542.7
St. Joseph	87.9	86.7
St. Louis, MO/IL	2,377.0	2,463.7
Springfield	207.7	231.0

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI		
424.2	41.2	10.24

Kansas City		
109.2	41.2	11.47
St. Louis		
224.3	41.6	11.90
Springfield		
21.7	40.9	8.52

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSOURI		
2,618.8	143.0	5.5
Kansas City		
827.2	41.3	5.0
St. Louis		
1,276.1	76.1	6.0
Springfield		
126.3	5.4	4.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	St. Louis, MO/IL 3/88	Kansas City, MO/KS 9/88
Office, professional, & technical		
Payroll clerks	$ 8.51	8.18
Accounting clerks	8.00	7.80
File clerks	5.47	5.54
Typists	6.88	7.04
Key entry operators	6.86	7.41
Secretaries	9.85	9.36
Stenographers	9.18	9.65
Switchbd opr-recept's	6.59	6.36
Word processors	7.56	8.15
Drafters	12.39	11.24
Electronics technicians	14.45	14.88
Computer operators	9.83	9.35
Computer programmers	13.77	13.90
Computer systems analysts	17.73	17.70
Maintenance & powerplant		
Carpenters	14.99	12.43
Electricians	15.53	15.37
Engineers, stationary	15.38	14.30
Machinists	15.80	14.07
Mechanics (machinery)	12.87	13.31
Tool & die makers	16.04	15.51
Custodial & material movement		
Guards	5.39	5.28
Janitors, porters & cleaners	5.14	5.57
Laborers, mat'l hdlg	12.04	9.27
Shippers & receivers	10.59	7.59
Truckdrivers	13.20	10.15
Forklift operators	12.17	9.62

Industrial Mix (1987)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
99.5	NA	NA
MANUFACTURING		
419.7	40.6	9.99
DURABLE GOODS		
238.1	41.4	10.80
Lumber & wood prods.-SIC 24		
10.6	39.0	6.44
Furniture & fixtures-SIC 25		
11.4	45.0	7.74
Stone, clay, & glass prods.-SIC 32		
10.9	44.3	11.28
Primary metal industries-SIC 33		
12.5	42.8	11.08
Fabricated metal products-SIC 34		
27.8	41.6	10.27
Machinery, except electrical-SIC 35		
29.9	41.1	10.14
Electrical & electronic equip.-SIC 36		
46.5	40.6	9.66
Transportation equipment-SIC 37		
70.2	41.7	14.41
Instruments & related prods.-SIC 38		
11.3	39.9	7.93
Misc. mfg. industries-SIC 39		
7.1	39.6	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

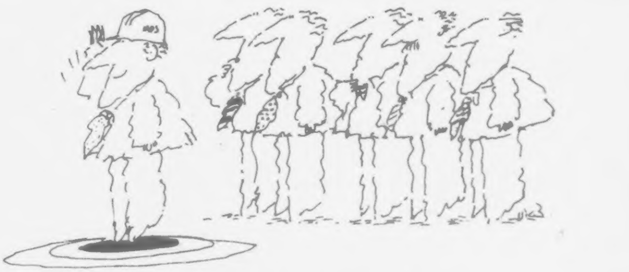
Blue Springs (Kansas City)
Cape Girardeau 2, 16, 34
Columbia 11, 22, 30, 35
Florissant (St. Louis)
Independence 16 (Kansas City)
Jefferson City 16, 22, 30, 35
Joplin 2, 8, 16, 20, 30, 35
Kansas City 1-3, 6, 8, 10-13, 16, 17, 19-24, 26, 28, 29, 31, 33, 36-38
Kirkwood 2, 16 (St. Louis)
Lee's Summitt 16 (Kansas City)
Raytown 12 (Kansas City)
St. Charles 11 (St. Louis)
St. Joseph 1, 2, 3, 16 (Kansas City)
St. Louis 2-5, 9-12, 14-17, 20, 23-27, 29, 31-38
Springfield 2, 16, 18, 20, 23, 30, 35-37
University City 15 (St. Louis)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Conrail
5. CSX Transportation, Inc.
6. Denver & Rio Grande Western R.R.
7. Illinois Central
8. Kansas City Southern Railway Co.
9. Missouri-Kansas-Texas R.R. Co.
10. Norfolk Southern Corp.
11. Norfolk and Western Railway
12. St. Louis Southwestern Railway Co.
13. Soo Line Railroad
14. Southern Railway
15. Terminal R.R. Assn. of St. Louis
16. Union Pacific Railroad

Airlines

17. American
18. American Eagle
19. America West
20. Braniff
21. Braniff Express-Capitol Air Service
22. Braniff Express-Midcontinent Airlines
23. Continental
24. Delta
25. Delta Connection-Comair
26. Eastern
27. Exec Express II, Inc.
28. Midway Airlines, Inc.
29. Northwest
30. Northwest Airlink-Express Airlines I
31. Piedmont
32. Prime Air
33. Southwest Airlines



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10700 East 350 Highway
Post Office Box 11739
Kansas City, Missouri 64138
Phone: (816) 737-9346

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Name ____________
Title ____________
Address ____________
City ____________ State ____________
Zip ____________ Phone ____________

Mail to: Missouri Public Service, 10700 E. 350 Highway, Kansas City, MO 64138, Attn: Mgr. of Industrial Development

Circle 58 on Brochure Service Card

MISSOURI

34. Trans World Express-Air Midwest
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36. TWA
37. United
38. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blue Springs — 4e, 8e, 6g
Cape Girardeau — 11eg
Columbia — 1e, 11g
Florissant — 11e, 7g
Independence — 3e, 4e, 6g
Jefferson City — 11eg
Joplin — 2e, 6g
Kansas City — 4e, 8e, 6g
Kirkwood — 5e, 11e, 7g
Lee's Summit — 8e, 6g
Raytown — 4e, 8e, 6g
St. Charles — 11e
St. Joseph — 9e, 6g
St. Louis — 11e, 7g
Springfield — 10eg
University City — 11e, 7g

1. Columbia Water and Lt. Dept.
7th & Broadway, Box N, Columbia
65205
2. Empire Dist. Electric Co.
P.O. Box 127, Joplin 64802
3. Independence Power & Lt. Dept.
21500 E. Truman Rd., Independence
64056
4. Kansas City Power & Light Co.
1330 Baltimore Ave., Kansas City
64105
5. Kirkwood Electric Light Dept.
212 S. Taylor Ave., Kirkwood 63122
6. Kansas Power & Light Co.,
818 Kansas Ave., Box 889, Topeka,
KS 66601
7. Laclede Gas Co.
720 Olive St., St. Louis 63101
8. Missouri Public Service Co.
(Utilicorp United, Inc.)
10700 E. M350 Hwy., Kansas City
64138
9. St. Joseph Light & Power Co.
520 Francis St., St. Joseph 64502
10. Springfield City Utilities
301 E. Central, Box 551, Springfield
65801
11. Union Electric Co.
1901 Gratiot St., St. Louis 63103

Rural utilities contacts:

Associated Elec. Co-op, Inc.
James E. McNabb, Dir. Eng. & Ops.
P.O. Box 754
Springfield 65801
417/881-1204

Assn. of Missouri Elec. Co-ops
Barry Hart, Dir. of Gov. Affairs
2722 E. McCarty St.
Jefferson City 65101
314/635-6857

Central Electric Power Co-op
William D. Hayter, Sales & Ind. Dev. Mgr.
P.O. Box 269, Jefferson City 65101
314/634-2454

KAMO Elec. Co-op, Inc.
Roy Beavers, P.R. Mgr.
P.O. Box 577, Vinita, OK 74301
918/256-5551

M&A Elec. Power Co-op
Robert E. Stagner, Mgr.
P.O. Box 670
Poplar Bluff 63901
314/785-9651

Northeast Missouri Elec. Power Co-op
Donald Bestman, Accountant
Bus. Rte. 61 N., Palmyra 63461
314/769-2107

N.W. Elec. Power Co-op, Inc.
Gilbert Keith
P.O. 312, Cameron 64429
816/632-2121

Sho-Me Power Corp.
Bob Clark, Ind. Dev. Dir.
P.O. Box D, Marshfield 65706
417/468-2615

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	28	2,089
Cement:		
Portland	4,800	185,300
Masonry	185	8,650
Clays (excl. fuller's earth)	1,387	6,982
Copper — metric tons (recov. cont. of ores, etc.)	W	W
Gem stones	NA	10
Iron ore — thou. long tons	680	W
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	1,640	84,862
Sand & gravel:		
Construction	10,500	27,800
Industrial	565	6,900
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	52,200	172,500
Zinc — metric tons (recov. cont. of ores, etc.)	W	W
Combined value of clays (fuller's earth), iron oxide pigments (crude), stone (dimension), and values indicated by symbol W		357,685
Total 1987 (preliminary)		852,778

* thousand short tons except as noted
W withheld to avoid disclosing company propriety data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Columbia	28	78	5206	1269
Jefferson City	30	78	4897	1330
Joplin	33	80	4321	1628
Kansas City	26	79	5283	1333
Saint Charles	29	78	4949	1412
St. Joseph	25	79	5453	1347
St. Louis	29	79	4938	1468
Springfield	32	78	4660	1374

DEVELOPMENT COUNSELORS:

State Development Agency

Koupal, Carl, Dir.
Missouri Dept. of Econ. Dev.
301 W. High St.
Truman State Office Bldg.
Jefferson City, MO 65101
314/751-3946

Areas & Others

Cameron
Keith, Gilbert, C.I.D., Dir., Econ. Dev.
NW Electric Power Coop.
P.O. Box 312
Bus. Hwy. 36 W., 64429
816/632-2121

Jefferson City
Hayter, William D., C.I.D.
Sales & Ind. Dev. Mgr.
Central Electric Power Coop.
2106 Jefferson St.
Box 269, 65102
314/634-2454
Wood, Don
Assoc. of Missouri Elec. Coops.
2722 E. McCarty, 65101
314/635-6857

Joplin
Tonjes, Gary, Pres./Gen. Mgr.
Joplin Chamber of Comm.
P.O. Box 1178, 64802-1178
417/624-4150

Kansas City
Kirk, Harold L., CID
Mgr. Ind. Dev.
Missouri Public Service
10700 E. 350 Highway
P.O. Box 11739, 64138
816/737-9346
Monroe, James W., C.I.D., Pres.
Kansas City Area Econ. Dev. Council
Ste. 600, 920 Main St., 64105
816/221-2121

Malden
Bollinger, Dan, Sr., Exec. Dir.
Libla, Robert L., Jr.
Bootheel Reg. Plng. & Econ. Dev. Commission
P.O. Box 397, 63863
314/276-2242

Perryville
Tucker, Tom, Exec. Dir.
Southeast Mo. Reg. Plng. & Econ. Dev. Cmsn.
1 West St. Joseph St.,
P.O. Box 366, 63775
314/547-8357

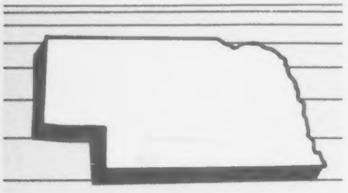
St. Joseph
Price, Steve, Mgr. E.D.
St. Joseph E.D.G.
P.O. Box 1394, 64502
816/232-4461

St. Louis
Grosser, Eileen E., Mktg. Dir.
St. Louis Cty. Econ. Council
130 South Bemiston
Ste. 800, 63105
314/721-0900
Weidner, Richard, Dir.
St. Louis Regional Comm.
100 S. 4th St., 63102
314/231-5555

St. Peters
Hall, Vaal G., C.I.D., Admin.
St. Charles Cty. Ind. Dev. Auth.
Mid River Office Bldg.

#1 Mid Rivers Dr., 63376
314/441-6880

Sedalia
Wimmer, G.R., Exec. V.P.
Sedalia-Pettis Cty. Dev. Corp.
P.O. Box 1266, 65301
816/827-0884



NEBRASKA

STATE INFORMATION:

Financial assistance to industry:

Bonds for buildings, land, & equipment, including pollution control
On-the-job training & pre-employment training program
Two Foreign Trade Zones: No. 19 Omaha, No. 59 Lincoln

Tax rates:

Corporate income tax ....4.75% on first $50,000 & 6.65% over $50,000, based on federal taxable income attributable to Nebraska operations
Personal income tax ....2%-5.9% of Nebraska taxable income
Sales tax 4%
Municipal sales tax........................ ½ % Gothenburg; 1% Beatrice, Ceresco, Chadron, Chappell, Crete, Eagle, Gordon, Kimball, La Vista, Lewellen, Nebraska City, Norfolk, North Platte, Ogallala, Oshkosh, Rushville, Scottsbluff, Sidney, Terrytown, Waterloo; 1½ % Bellevue, Crawford, Lincoln, Omaha
Incorp. & franchise tax........................ NA
Inventory tax................. 100% exemption of personal property on inventory
Gasoline tax ....$.182/gal. (1989)

Advanced education facilities:

Four-year colleges & universities.....19
Two-year or junior colleges .... NA
Vocational & business schools........16

Medical facilities:

Hospitals 113
Clinics .... NA

Labor analysis·

Civilian labor force.........811,000 (1987)
High school graduates ...20,143 (1987)

For additional labor market information, contact Div. of Employ., Dept. of Labor, P.O. Box 94600, State House Station, Lincoln, NE 68509, 402/475-8451

Environment controls:

Air & water pollution: Dennis Grams, Dir., Nebraska Dept. of Environ. Control, Box 94877, Lincoln, NE 68509, 402/471-2186

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NEBRASKA	1,570.0	1,616.8
Grand Island	33.2	NA
Lincoln	171.9	185.8
Omaha	311.7	367.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Lincoln	192.9	209.2
Omaha, NE/IA	585.0	621.0
Sioux City, IA/NE	117.5	116.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA	93.2	40.6	9.63
Lincoln	14 2	40.3	10.01
Omaha	36.1	41.1	10.35

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEBRASKA	818.5	26.3	3.2
Lincoln	123.7	3.1	2.5
Omaha	326.7	11.8	3.6

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Omaha, NE/IA 10/88
Office, professional, & technical	
Payroll clerks	$ 8.04
Accounting clerks	7.61
File clerks	5.74
Typists	6.18
Key entry operators	6.33
Secretaries	9.23
Stenographers	11.15
Switchbd opr-recept's	6.54
Word processors	6.78
Drafters	10.21
Electronics technicians	12.39
Computer operators	9.46
Computer programmer	13.58
Computer systems analysts	18.11
Maintenance & powerplant	
Carpenters	NA
Electricians	13.26
Engineers, stationary	12.04
Machinists	14.24
Mechanics (machinery)	12.65
Custodial & material movement	
Guards	4.32
Janitors, porters & cleaners	4.76
Laborers, mat'l hdlg	9.38
Shippers & receivers	6.03
Truckdrivers	10.45
Forklift operators	9.99

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	23.9	NA	NA
MANUFACTURING	88.1	40.5	9.34
DURABLE GOODS	43.1	41.8	9.65
Lumber & stone, clay, & glass-SIC 24	NA	NA	NA
Furniture & fixtures-SIC 25	1.9	NA	NA
Primary & fabricated metals-SIC 33	NA	NA	NA
Machinery, except electric-SIC 35	10.9	NA	NA
Machinery & transp.-SIC 35	NA	NA	NA
Electrical & electronic equip.-SIC 36	8.4	NA	NA
Transportation equipment-SIC 37	4.6	NA	NA
Instruments & misc. mfg.-SIC 38	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Grand Island 1, 7, 10, 11, 14
Lincoln 1, 7, 9-11, 14, 17-20
Omaha 1-17, 19, 20

Railroads

1. Burlington Northern R.R. Co.
2. Chicago, Central & Pacific Railroad
3. Chicago & North Western System
4. Iowa Interstate Railroad Ltd.
5. Missouri-Kansas-Texas R.R. Co.
6. Soo Line Railroad
7. Union Pacific Railroad

Airlines

8. American
9. America West
10. Braniff
11. Braniff Express-Midcontinent Airlines
12. Continental
13. Delta
14. GP Express
15. Midway Airlines, Inc.
16. Northwest
17. Northwest Airlink-Mesaba Aviation
18. Trans World Express-Resort Air
19. TWA
20. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Grand Island — 1e, 5g
Lincoln — 2e, 4g
Omaha — 6e, 3g

1. Grand Island Utilities
208 N. Pine, Box 1968, Grand Island 68802

2. Lincoln Electric Sys., 1200 N St.,
   Box 80869, Lincoln 68501
3. Metropolitan Utilities District of Omaha
   1723 Harney St., Omaha 68102
4. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
5. Northwestern Pub. Service Co.
   3rd St. & Dakota Ave. S., Huron, SD 57350
6. Omaha Public Power District
   1623 Harney St., Omaha 68102-2247

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

Central Nebraska PPID
Frank J. Dragoun, Gen. Mgr.
P.O. Box 356, Holdrege 68949
308/995-8601

Nebraska Elec. G&T Co-op, Inc.
K. E. Brooks, Mgr.
P.O. Box 456, Columbus 68601
402/564-8142

Nebraska Pub. Power Dist.
Karen Ross, Asst. to Gen. Mgr.
P.O. Box 499, Columbus 68601-2048
402/475-4988

Tri-State G&T Assn., Inc.
Bob Gastad, Mem. Mktg. Coord.
P.O. Box 33695, Denver 80233
303/452-6111

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	205	827
Gem stones	NA	10
Sand & gravel (construction)	10,400	26,000
Stone (crushed)	3,900	17,600
Combined value of cement, lime, and sand and gravel (industrial)		40,681
Total 1987 (preliminary)		85,118

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Grand Island	21	77	6482	1028
Lincoln	22	79	5967	1263
Omaha	20	78	6194	1166

DEVELOPMENT COUNSELORS:

State Development Agency

Christianson, Roger, Dir.
Nebraska Dept. of Econ. Dev.
P.O. Box 94666
Lincoln, 68509
402/471-3111

Areas & Others

Columbus
Hall, Dennis G., Area Dev. Mgr.
Dept. of Area Development
Nebraska Public Power District
P.O. Box 499, 68601
402/563-5534

Freemont
Kraft, A. Ronald, Pres.
Freemont Chamber of Comm.
P.O. Box 182, 68025
402/721-2641

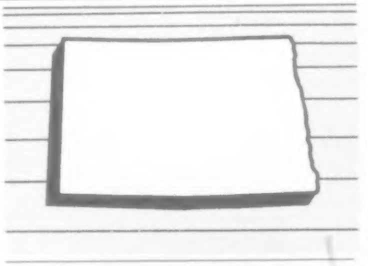
Grand Island
Good, Richard H., Pres.
Grand Island Ind. Fdtn.
309 W. 2nd St., P.O. Box 1486, 68802
308/382-9210

Lincoln
Malloy, Patrick J., Ind. Dev. Dir.
Lincoln Chamber of Comm.
1221 N St., Suite 606, 68508
402/476-7511

North Platte
Baird, Andrew, Dir. Ind. Dev.
North Platte Dev. Corp.
P.O. Box 968, 69101-0968
308/532-4966

Ogallala
Small, Kathy J., Exec. Dir.
West Central Nebraska Dev. Distr.
710 N. Spruce St.
P.O. Box 599, 69153
308/284-6077

Omaha
Evans, Gary E., Mgr., Area Dev.
Omaha Public Power District
1623 Harney St., 68127
402/536-4347
Moseman, Rod, Dir.
Omaha Econ. Dev. Council
1301 Harney St., 68102
402/346-5000
Kenedy, Ried, Pres.
Railway Education Bureau
Simmons-Boardman Publ. Corp.
1809 Capitol Ave., 68102
402/346-4300
Jorgensen, Jeffrey L., C.I.D., Dir.
Peoples Natural Gas
1815 Capitol Ave., 68102
402/221-2422
Zanarini, Roger
Mgr., Nat'l Accounts
Union Pacific Realty Co.
302 S. 36th St., 68131
402/280-4730



NORTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax.......... graduated
Personal income tax............ graduated
Personal property tax......none, or opt. percent of fed. liability
Sales tax.....5½% (3½% for farm machinery, irrigation equipment, & mobile homes)
Incorp. & franchise tax................. none
Inventory tax.................................. none
Gasoline tax............................ $.17/gal.

Advanced education facilities:

Four-year colleges & universities.....11
Two-year or junior colleges 2
Vocational & business schools........41

Medical facilities:

Hospitals 57
Clinics................. 132

Labor analysis:

Civilian labor force........337,760 (10/88)
High school graduates.....8,926 (12/88)

For additional labor market information, contact Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck, ND 58505, 701/324-3106

Environment controls:

Air pollution: Gene Christianson, Environ. Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck, 58505, 701/224-2348

Water pollution: Francis (Fritz) Schwindt, Water Supply & Pollution Control (same address as above) 701/224-2354

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
NORTH DAKOTA	652.7	694.3
Bismarck	44.5	50.1
Fargo	61.3	70.1
Grand Forks	43.8	45.5
Minot	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Bismarck	80.0	91.4
Fargo-Moorhead ND/MN	137.6	149.8
Grand Forks	66.1	70.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA	16.4	38.3	8.41
Fargo-Moorhead	4.8	40.1	8.51

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH DAKOTA	332.1	12.9	3.9
Bismarck	44.9	1.8	4.0
Fargo-Moorhead	86.3	2.0	2.4
Grand Forks	36.5	1.2	3.4

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	10.8	NA	NA
MANUFACTURING	15.7	38.6	8.43
DURABLE GOODS	6.5	40.2	8.77
Stone, clay, & glass prods.-SIC 32	0.7	NA	NA
Fabricated metal products-SIC 34	0.8	NA	NA
Machinery & transp. equip.-SIC 35	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Bismarck 1-6
Fargo 1, 3, 5, 7, 8
Grand Forks 1, 5, 7
Minot 1-3, 5

Railroads

1. Burlington Northern R.R. Co.
2. Soo Line R.R. Co.

Airlines

3. Continental
4. Delta
5. Northwest
6. Northwest Airlink-Big Sky Airlines
7. Northwest Airlink-Mesaba Aviation
8. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2eg
Minot — 2e, 1g

1. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck 58501
2. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis, MN 55401

NSPC — Grand Forks Div.
1206 5th Ave. S., Grand Forks 58201
NSPC — Minot Div.
24 Second Ave., S.E., Minot 58701
NSPC — North Dakota Region
2302 Gt. Northern Dr., Fargo 58108

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck 58501
701/223-0441

Central Power Elec. Co-op, Inc.
Thomas Huntley, Staff Asst.
P.O. Box 1576, Minot 58701
701/852-4407

Minnkota Power Co-op, Inc.
Marvin Gebhardt
P.O. Box 1318, Grand Forks 58201
701/795-4000

N. Dak. Assn. of Rural Elec. Co-ops
Dennis Hill, EVP & Gen. Mgr.
P.O. Box 727, Mandan 58554
701/663-6501

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	2
Lime	W	W
Sand & gravel (construction)	5,000	10,400
Combined value of clays, peat, salt, sand and gravel (industrial, 1986), stone (crushed), and value indicated by symbol W		9,193
Total 1987 (preliminary)		19,595

* thousand short tons
w withheld to avoid disclosing company proprietary data.

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Bismarck	7	70	9075	473
Fargo	4	71	9343	476
Grand Forks	2	69	9881	418
Minot	6	69	9415	423

DEVELOPMENT COUNSELORS:

State Development Agency

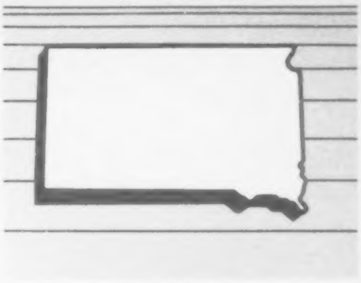
Patrie, William, Dir.
Econ. Dev. Cmsn.
Liberty Memorial Bldg.
Bismarck, 58505
701/224-2810

Areas & Others

Bismarck
Schott, William A., Econ. Dev. Coor.
Basin Elec. Power Coop.
1717 E. Interstate Ave., 58501
701/223-0441

Fargo
Sticka, Toby, Exec. Dir.
Fargo-Cass Cty. Ind. Dev. Corp.
321 N. Fourth St., 58102
701/237-6132

Jamestown
Johnson, Irene J., Econ. Dev. Mgr.
Otter Tail Power Co.
P.O. Box 2220, 58402
701/252-0540
McDonald, Steward, Dir.
Jamestown Area Bus. & Ind. Div.
P.O. Box 1530, 58401
701/252-4830



SOUTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

- No corporate tax
- No personal income tax
- No personal property tax
- No business inventory tax
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Local property tax abatements
- Loan packaging assistance
- 3% financing for new and expanding industry

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	4% (2% local option)
Incorporation tax	graduated from $40 for $25,000 or less capitol stock to $500 if capital stock is over $4.5 million but not over $5 million. $40 for each additional $500,000. Max. tax: $16,000
Franchise tax	$10
Inventory tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	12
Two-year or junior colleges	1
Vocational & business schools	4

Medical facilities:

Hospitals	58
Clinics	80 (approx.)

Labor analysis:

Civilian labor force	363,700 (7/86)
High school graduates	8,949

For additional labor market information, contact Labor Market Info. Center, P.O. Box 1730, Aberdeen, SD 57401, 605/622-2314

Environment controls:

Air & water pollution: Jim Nelson, Div. Dir., Dept. of Water & Natural Resources, 523 E. Capitol, Pierre, SD 57501, 605/773-3351

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
SOUTH DAKOTA	690.2	721.9
Aberdeen	26.0	NA
Rapid City	46.5	54.9
Sioux Falls	81.3	100.1

SOUTH DAKOTA

Metropolitan Statistical Area (MSA)

	Census 1980	Estimate 1988
	—Thousands—	
Rapid City	70.1	77.9
Sioux Falls	109.4	126.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA	30.4	43.1	8.06
Sioux Falls	8.9	43.8	8.08

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH DAKOTA	355.0	12.6	3.5
Rapid City	39.4	1.8	4.6
Sioux Falls	71.7	2.7	3.8

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	10.0	39.0	9.60
MANUFACTURING	28.7	41.8	7.94
DURABLE GOODS	15.9	42.4	7.83
Fabricted metals, machinery-SIC 34	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Aberdeen 1, 6
Rapid City 3-5, 8, 9
Sioux Falls 1, 2, 4-8

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System

Airlines

3. Continental Express-Rocky Mountain Airways
4. Delta
5. Northwest
6. Northwest Airlink-Mesaba Aviation
7. TWA
8. United
9. United Express-Aspen Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Aberdeen — 5eg
Rapid City — 1e, 3g
Sioux Falls — 4e, 6e, 2g

1. Black Hills Corp.
   625 9th St., Box 1400, Rapid City 57709
2. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
3. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck, ND 58501
4. Northern States Power Co. (Minn)
   414 Nicollet Mall, Minneapolis, MN 55401
   NSPC — South Dakota Region
   500 W. Russell, Sioux Falls 57104
5. Northwestern Public Service Co.,
   3rd St. & Dakota Ave. S., Huron 57350
6. Sioux Falls Mun. Lt. & Pwr. Dept.
   2060 N. Minnesota Ave., Sioux Falls 57104

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

East River Elec. Power Co-op, Inc.
Scott Parsley, Dev. Coord.
Lock Drawer E, Madison 57042
605/256-4536

Heartland Consumers Power Dist.
Wendell J. Garwood, Gen. Mgr.
P.O. Box 248, Madison 57042
605/256-6536

Rushmore Elec. Power Co-op, Inc.
Harvey K. Malon, Mgr.
P.O. Box 2414, Rapid City 57709
605/342-4759

S. Dak. Rural Elec. Assn.
Ron Davis, Member Rel. Coord.
P.O. Box 1138, Pierre 57501
605/224-8823

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	W
Portland	500	W
Clays (excl. bentonite)	106	280
Feldspar	7,200	150
Gem stones	NA	100
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	31	270
Sand & gravel (construction)	9,300	22,300
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone		
Crushed	3,700	13,000
Dimension	38	14,915
Combined value of beryllium concentrates, clays (bentonite), lime, mica (scrap), and value indicated by symbol W		216,520
Total 1987 (preliminary)		267,535

* thousand short tons except as noted
w withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Aberdeen	8	72	8570	589
Rapid City	21	73	7301	667
Sioux Falls	12	74	7885	749

DEVELOPMENT COUNSELORS:

State Development Agency

Turbiville, Charles M.
Coordinator Nat'l/Int'l Mktg.
S.D. Governor's Off. of Econ. Dev.
Capitol Lake Plaza
Pierre, SD 57501
605/773-5032

Areas & Others

Huron
Tucker, William V., Pres.
Gtr. Huron Dev. Corp.
15 Fourth St., S.W., 57350
605/352-8775

Madison
Wall, Dan
Rural Jobs & Comm. Dev. Cord.
East River Elec. Power Coop.
Drawer E, 57042
605/256-4536

Pierre
Potter, Dennis W., Dir.
Pierre Econ. Dev. Corp.
P.O. Box 548
300 S. Highland, 57501
605/224-6610

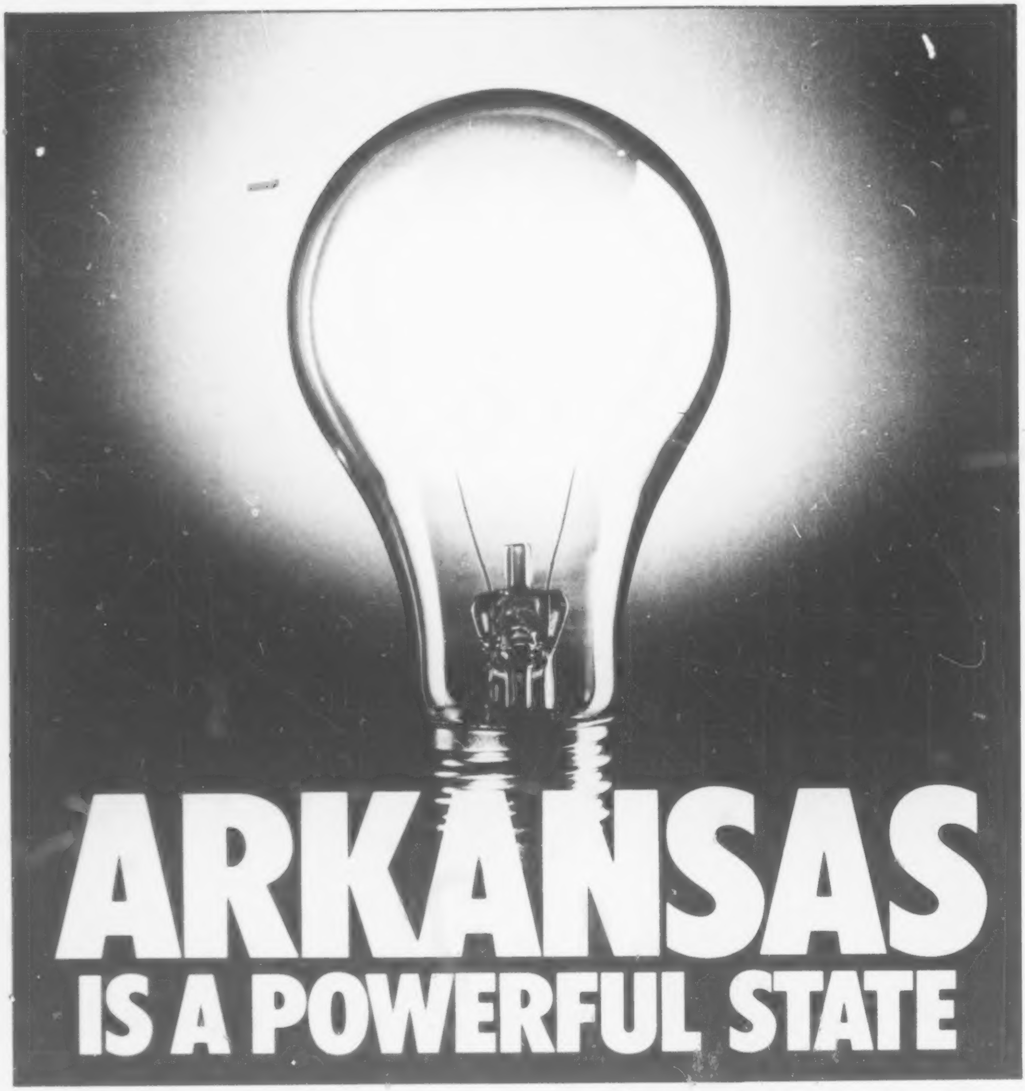
Rapid City
Shelton, Wesley D., Dir.
Rapid City Area Econ. Dev.
P.O. Box 747, 57709
605/343-1880

Sioux Falls
Haunje, Roger A., Pres.
Sioux Falls Dev. Fdtn.
131 E. Tenth St., 57102
605/339-0103

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name



Arkansas. The Land of Economic Opportunity. The future for new and expanding industry looking for a place to grow and prosper.

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Arkansas Electric Cooperative Corporation
P.O. Box 9469 / Little Rock, Arkansas 72219

Plug into the Arkansas opportunity.
Call Ernie Faucett or Bob Butler, CID
AECC Economic Development Department
1-800-643-8776

Circle 59 on Brochure Service Card

WEST SOUTH CENTRAL

- ARKANSAS
- LOUISIANA
- OKLAHOMA
- TEXAS

Regional Review

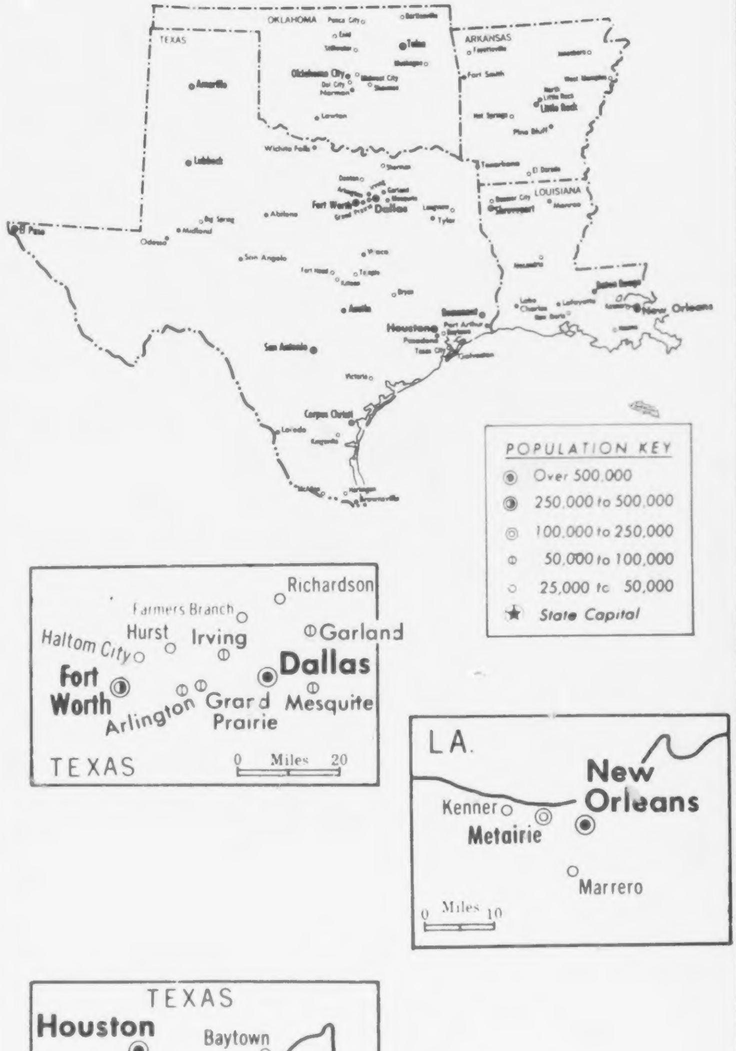
Following are summaries of some of the events affecting site location in each of the West South Central states in 1988. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Arkansas

The overall business climate was very positive in Arkansas last year, according to Dave Harrington, executive director of Arkansas' Industrial Development Commission. While economic activity did not reach new records (unemployment was 7% in 1988), growth has been very steady, says Harrington. The state continued to attract new foreign and domestic business, along with expansion of existing businesses.

There were an estimated eight new businesses and 28 expanded operations of 100 or more employees in Arkansas last year. This amounts to some 7,043 new jobs. Total manufacturing jobs increased by 4% in 1988; by 3.7% the previous year.

The General Assembly did not meet in 1988. However, the governors of Arkansas, Louisiana and Mississippi met and signed an economic development pact which will encourage growth within the region. Gov. Bill Clinton of Arkansas made a trip abroad to solicit foreign investments and to develop trade ties. Through the Arkansas Development Authority (ADFA), an export assistance program was established which will provide financial and technical assistance to exporters.


OKLAHOMA
TEXAS
ARKANSAS
LOUISIANA
Oklahoma City
Tulsa
Amarillo
Lubbock
Fort Worth
Dallas
Little Rock
Shreveport
El Paso
San Antonio
Austin
Houston
Corpus Christi
New Orleans
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Richardson
Farmers Branch
Hurst
Irving
Garland
Haltom City
Fort Worth
Dallas
Arlington
Grand Prairie
Mesquite
TEXAS
Miles
LA.
New Orleans
Kenner
Metairie
Marrero
TEXAS
Houston
Baytown
Pasadena
Texas City
Galveston

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Louisiana

"The year-end figures indicate that an economic recovery appears to be underway in Louisiana's manufacturing sector. Though the state is still by no means over the hump in its battle to revitalize its industrial base," reports Arnold Lincove, Louisiana's Secretary of Economic Development.

Unemployment in 1988 was at 10.6%. However, the state fought back, investing more than $1.4 billion in manufacturing projects. Under the state's 10-year tax exemption and enterprise zone programs, 8,868 permanent and 19,315 construction jobs were created in 1988.

Meanwhile, funding for the state's Office of International Trade, Finance & Development was doubled. Specialists are being hired in the fields of international investment, international trade, economic analysis, finance, and education.

Legislatively, unemployment compensation costs were lowered and improvements were made in the state's product liability codes. The Legislature also created the Louisiana Economic Development Corporation, which offers financial programs to assist small, minority and women-owned businesses and administers initiatives to help create venture capital in-state. Additionally, a far-reaching tax plan passed the Legislature earlier this year. The plan calls for a drop in the top corporate income tax rate from 8% to 6%, and offers various tax incentives for business expansion.

Oklahoma

While the state continues to adjust to the drastic drop in petroleum prices of 1986, seeds for an economic turnaround are being sown. Among the positive indicators are improved agricultural prices. In March unemployment was at 6%, down a point from a year ago.

Total investment in new and expanded manufacturing/processing facilities in 1988 totalled more than $700 million—from some 66 new industries, 102 expansions and two relocations, to result in about 10,042 new jobs.

New business incentives/programs include: the Credit Enhancement Reserve Fund Act, which will help create additional capital for new or expanding companies, and the Seed Capital Funding Program, which allows the new Oklahoma Center for the Advancement of Science & Technology to invest in technology-based companies (primarily start-up companies). In 1988, the state also completed its "first-ever" five-year economic development plan. Additionally, the state's Dept. of Commerce has been totally restructured. Gov. Bellmon created the Governor's CEO Team to assist with his nationwide recruitment of new industry. And, "to better coordinate the retention, expansion and recruitment of industry statewide," the ODOC created nine regional economic development associations.

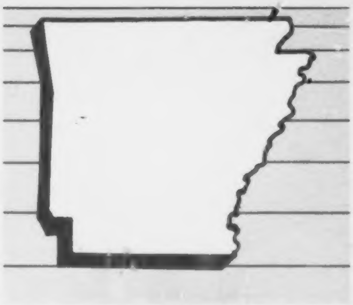
Texas

"Even though certain areas are responding. . .more slowly than others to the economic recovery, overall, the Texas economy continued to improve throughout 1988 and is projected to perform even better in 1989," says Bob Farley, deputy director for research & planning at the Texas Dept. of Commerce.

The unemployment rate fell to 7.3% in 1988, from 8.4% in 1987. According to Farley, the recovery is driven by expansion of the manufacturing, wholesale and retail trade, and service sectors. The state had an estimated 180 new plants or expansions in 1988.

Three of the largest facility openings, receiving assistance from the Texas Department of Commerce were: Superconducting Super Collider Research & Development in Waxahachie, with 2,400 jobs; GTE Headquarters for Telephone Operations in Irving, 4,000 jobs, and; Formosa Plastics, Naphtha Production, in Point Comfort, 1,700 jobs.

To encourage business growth in-state, 17 enterprise zones and three enterprise projects were developed in 1988, representing a $40 million capital investment. The Office of Community Initiatives, Business Development Division, designed 135 economic development programs at the local/regional level. $890,000 was allocated under the Industrial Start-Up Training Program to train more than 1,500 workers. ☐



ARKANSAS

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land, & equip.
- State guarantee for $2 million in bonds
- Aid for job training
- Free port law
- Foreign Trade Zone on Arkansas River
- Enterprise zones
- Investment tax credits

Tax rates:

Corporate income tax ....1%-6% over $25,000 net
Personal income tax .... 1%-7% over $25,000
Sales tax 4%
exemptions for mfg. equipment
Franchise & incorp. tax..............0.27% of portion of par-value outstanding capital stock that the value of its real & personal prop. in AR bears to the total value of all real & personal prop. of the corp. Not less than $50 and not more than $1,075,000. However, finished goods going out of state are not subject to taxation.
Inventory tax. $10.66 per $1000 market value
Gasoline tax .... $.135/gal.

Advanced education facilities:

Four-year colleges & universities.....20
Two-year or junior colleges 12
Vocational & business schools........33

Medical facilities:

Hospitals .... 102 all inclusive
Clinics .... NA

Labor analysis:

Civilian labor force..... 1,113,900 (11/88)
High school graduates 27,776 (1986-87)

For additional labor market information, contact Employ. Security Div., ESD Bldg., Capitol Mall, Little Rock, AR 72201, 501/682-3198

Environment controls:

Air pollution: Wilson Tolefree, Air Div. Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock, AR 72209, 501/562-7444

Water pollution: James Shell, Water Div. Chief, (same address and phone as above)

George Washington doesn't sleep here.

FEDERAL RESERVE NOTE
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Why are more and more companies looking into Arkansas and southeast Missouri?

Truth is, they're finding they can get more bang for their buck here.

This is Arkansas Power & Light country. Over 40 percent of America's consumers are located within 550 miles of our borders. That's an extraordinary savings on transportation. And these same companies (140 of which are in the Fortune 500) are saving money on taxes, energy costs and labor.

At AP&L we have a nationally respected economic development team of experienced, knowledgeable experts who can match your industry needs with available area opportunities—and develop customized information just for you.

As a part of the Middle South Electric System, AP&L services communities throughout Arkansas and southeast Missouri with an abundant, reliable supply of energy. Plus, through our comprehensive economic development program, we're ready to supply you with flexible rate packages.

Let us be your consultant of choice. Write Dave Eldridge, Director of Economic Development, AP&L, 425 Capitol Avenue, Little Rock, Arkansas 72201. Or just call him today at (501) 377-4440.

Don't sleep on it.

Arkansas Power & Light

SERVING ARKANSAS AND SOUTHEAST MISSOURI

Circle 60 on Brochure Service Card

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
ARKANSAS	2,285.5	2,420.0
El Dorado	26.7	NA
Fayetteville	36.6	42.3
Fort Smith	71.4	75.6
Hot Springs	35.2	NA
Jacksonville	27.6	29.6
Jonesboro	31.5	NA
Little Rock	158.5	190.0
North Little Rock	64.4	64.9
Pine Bluff	56.6	69.5
Springdale	23.5	26.4
Texarkana*	52.8	56.5
West Memphis	28.1	27.8

* Texarkana is a two-state city. Total includes both Ark. and Tex.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Fayetteville-Springdale	99.7	109.1
Fort Smith, AR/OK	162.5	181.4
Little Rock-North Little Rock	474.0	515.3
Memphis, TN/AR/MS	912.9	968.5
Pine Bluff	90.7	90.0
Texarkana, TX/AR	113.1	121.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS	229.4	41.6	8.07
Fayetteville-Springdale	12.5	43.5	7.23
Fort Smith	26.6	40.8	8.68
Little Rock-North Little Rock	34.5	41.2	8.57
Pine Bluff	6.4	42.7	10.54

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARKANSAS	1,116.2	80.2	7.2
Fayetteville-Springdale	61.6	2.7	4.3
Fort Smith	92.7	6.6	7.1
Little Rock-North Little Rock	263.9	16.2	6.1
Pine Bluff	37.1	3.1	8.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Memphis, TN/AR/MS 11/86
Office, professional & technical	
Payroll clerks	$ 7.65
Accounting clerks	7.14
File clerks	5.05
Typists	6.77
Key entry operators	6.40
Secretaries	8.81
Stenographers	NA
Switchbd opr-recept's	5.81
Word processors	8.43
Drafters	9.95
Electronics technicians	13.29
Computer operators	8.58
Computer programmers	11.05
Computer systems analysts	15.75
Maintenance & powerplant	
Carpenters	NA
Electricians	13.30
Engineers, stationary	13.39
Machinists	12.45
Mechanics (machinery)	12.29
Tool & die makers	11.69
Custodial & material movement	
Guards & watchmen	4.22
Janitors, porters & cleaners	3.88
Laborers, mat'l handling	8.46
Shippers & receivers	7.82
Truckdrivers	8.38
Forklift operators	8.50

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	34.2	NA	NA
MANUFACTURING	219.5	41.0	7.88
DURABLE GOODS	114.7	41.8	7.98
Lumber & wood prods.-SIC 24	19.8	43.5	7.29
Furniture & fixtures-SIC 25	10.1	41.0	6.76
Stone, clay, & glass-SIC 32	4.6	42.6	8.25
Primary metal industries-SIC 33	7.7	42.8	8.67
Fabricated metal products-SIC 34	14.6	42.7	8.42
Machinery, except electrical-SIC 35	16.6	42.2	8.80
Electrical & electronic equip.-SIC 36	23.3	40.4	8.36
Transportation equipment-SIC 37	9.5	41.1	7.71
Instruments & misc. mfg.-SIC 38	NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airport shown in parentheses.

El Dorado 5, 11
Fayetteville 1, 7, 8, 10, 13, 15
Fort Smith 1, 2, 5, 7, 8, 10, 13, 15
Hot Springs 5, 11
Jacksonville 5 (Little Rock)
Jonesboro 1, 4, 5, 11
Little Rock 3-6, 8, 9, 12, 14, 16, 17
North Little Rock 4, 5 (Little Rock)
Pine Bluff 3-5 (Little Rock)
Texarkana 2, 4, 5, 7, 10
West Memphis 1, 4, 5 (Memphis, TN)

Railroads

1. Burlington Northern R.R. Co.
2. Kansas City Southern Railway Co.
3. Norfolk Southern Corp.
4. St. Louis Southwestern Railway Co.
5. Union Pacific Railroad

Airlines

6. American
7. American Eagle
8. Braniff
9. Delta
10. Delta Connection-Atlantic Southeast
11. Exec Express II, Inc.
12. Northwest
13. Northwest Airlink-Express Airlines I
14. Southwest Airlines
15. Trans World Express-Air Midwest
16. TWA
17. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

El Dorado — 3e, 1g
Fayetteville — 8e, 4g
Fort Smith — 7e, 2g
Hot Springs — 3e, 1g
Jacksonville — 3e, 1g
Jonesboro — 5e, 1g
Little Rock — 3e, 1g
North Little Rock — 6e, 1g
Pine Bluff — 3e, 1g
Texarkana — 8e, 1g
West Memphis — 9e, 1g

1. Arkansas Louisiana Gas Co.,
   Box 751, Little Rock, 72203
2. Arkansas Oklahoma Gas Corp.
   115 N. 12th St., Fort Smith 72901
3. Arkansas Power & Light Co.
   P.O. Box 551, Little Rock 72203
4. Arkansas Western Gas Co.
   1001 Sain St., Fayetteville 72701
5. Jonesboro Water & Lt. Plant
   400 E. Monroe, Box 1289, Jonesboro 72401
6. North Little Rock Electric Dept.
   800 Main, Box 159, North Little Rock 72115
7. Oklahoma Gas & Electric Co.
   321 N. Harvey Ave., Oklahoma City, OK 73102
8. Southwestern Electric Power Co.
   428 Travis St., Box 21106
   Shreveport, LA 71156
9. West Memphis Utility Dept.
   604 E. Cooper, Box 1868, West Memphis 72301

Rural utilities contact:

Arkansas Elec. Co-op Corp.
Ernest Faucett, Econ. Dev. Dir.
P.O. Box 9469, Little Rock 72219
501/562-0220

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Abrasives	649	209
Clays	975	7,252
Gem stones	NA	1,780
Sand & gravel:		
Construction	6,800	21,100
Industrial	500	5,200
Stone:		
Crushed	14,200	59,800
Dimension	5	305

Have you heard the great line about locating in Arkansas?

It's called the bottom one.

The great line about Arkansas isn't a secret anymore. At least not to a growing number of successful American businesses. These businesses have learned that everything Arkansas has to offer contributes to one line. The bottom one. And that goes for established industries, as well as those that expand or relocate here.

Arkansas is home to some of America's most loyal and productive workers. They know they have a right to work in Arkansas that ensures a quality day's work for an honest day's pay.

Arkansas is centrally located, with a spectacular multi-modal transportation network that provides easy access to national and international markets. And the bottom line of our business climate and support infrastructure is geared to helping preserve and expand your bottom line. For more information on why it'll pay you to look into Arkansas, call or write the Arkansas Industrial Development Commission today.

The phone number and address are right down underneath our name.

Right on the bottom line.

ARKANSAS

Arkansas Industrial
Development Commission
One State Capitol Mall
Little Rock, Arkansas USA 72201
(501) 682-1121 / FAX (501) 682-7691
Telex: 215886 AIDC UR

Circle 61 on Brochure Service Card

Combined value of bauxite, bromine, cement, clays (fire clay, 1986-87) gypsum, lime, talc and pyrophyllite, tripoli (1986-87), and vanadium (1985) 157,766
Total 1987 (preliminary)................253,412
* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
El Dorado —	43	82	·2755	2109
Fayetteville	35	78	4174	1366
Fort Smith	38	82	3477	1969
Hot Springs	41	82	2932	2147
Jonesboro	38	82	3521	1946
Little Rock	40	82	3152	2045
Pine Bluff	43	83	2729	2272

DEVELOPMENT COUNSELORS:

State Development Agency

Harrington, Dave, Exec. Dir.
Arkansas Ind. Dev. Cmsn.
One State Capitol Mall
Little Rock, 72201
501/682-1121

Areas & Others

Arkadelphia
Carpenter, Flave
Clark County Ind. Council
P.O. Box 67, 71923
501/246-5233

Benton
Marshall, Robert W., Exec. V.P.
Saline Cty. Chamber of Comm.
607 N. Market St., 72051
501/778-8272

Clarksville
Hallmark, Gary R.
Johnson County Development Corp.
P.O. Box 72803
501/754-6480

Fayetteville
Christy, R. Dale
Fayetteville Chamber of Commerce
P.O. Box 4216, 72702
501/521-1710

Harrison
Fram, Jim
Harrison Chamber of Comm.
P.O. Box 2008, 72601
501/741-2659

Hope
Baker, Ivan
Hempstead County EDC
P.O. Box 971, 71801
800/338-1384

Hot Springs
Thornton, Mike, Exec. Dir.
Garland Cty. IDC
P.O. Box 1500, 71902
501/624-6807

Jonesboro
Harrelson, Dolores
East Arkansas Business & Ind. Comm.
P.O. Box 1403, 72403
501/932-3957

Little Rock
Eldridge, David, Mgr., Econ. Dev.
Ark. Power & Light Co.
P.O. Box 551, 72203
501/377-4440

Butler, Robert, CID
Economic Development Consultant
Arkansas Electric Coop. Corp.
8000 Scott Hamilton Dr. 72209
501/570-2274
Robinson, Jay M., Dir.

Glenn, Steve
ARKLA Gas
400 E. Capitol Ave,
P.O. Box 751, 72203
501/377-4709

Morrilton
Stewart, Jim, Exec. Dir.
Conway County IDC
P.O. Box 589, 72110
501/354-2393

Texarkana
Mitchell, Donald, Sr., Mgr.
S.W. Arkansas Water District
Box 8004, State Line Plz., 75502
501/773-1061

LOUISIANA

STATE INFORMATION:

Financial assistance to industry:

- Tax exemptions
- Restoration tax abatement
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Free pre-employment training
- Energy conservation
- Enterprise zones
- Louisiana Economic Development Corp. — loans & loan guarantees to small, minority & women-owned businesses

Tax rates:

Corporate income tax..............4%-8% of net taxable income. 8% after $200,000 of La. earnings. Federal income tax is deductible for calculating state income tax, therefore cutting effective state tax rate by one half.
Personal income tax................2%-6%
Sales tax..4%
Franchise and incorp. tax....... $1.50/M
Inventory tax.................................15% of fair share market value
Gasoline tax .... $.16/gal.

Advanced education facilities:

Four-year colleges & universities 21
Two-year or junior colleges 4
Vocational & technical schools 40

Medical facilities:

Hospitals 185
Clinics... NA

Labor analysis:

Civilian labor force.....1,922,600 (12/88)
High school graduates...............46,868 (1987-88 school yr.)

For additional labor market information, contact Dept. of Employ. Security, Employ. Security Bldg., 1001 N. 23rd St., P.O. Box 44094, Capitol Station, Baton Rouge, LA 70804, 504/342-3111

Environment controls:

Secretary, Dept. of Environ. Quality, P.O. Box 44066, Baton Rouge, LA 70804, 504/342-1265

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
LOUISIANA	4,204.0	4,517.8
Alexandria	51.6	52.2
Baton Rouge	220.0	245.2
Bossier City	50.0	58.8
Houma	32.6	33.3
Kenner	66.4	74.5
Lafayette	82.0	96.7
Lake Charles	75.0	74.7
Monroe	57.6	56.5
New Iberia	32.7	NA
New Orleans	557.5	557.7
Shreveport	206.0	221.3
Slidell	27.0	36.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Alexandria	135.3	139.2
Baton Rouge	494.0	553.7
Houma-Thibodaux	176.9	187.9
Lafayette	190.2	218.9
Lake Charles	167.0	173.9
Monroe	139.2	144.8
New Orleans	1,256.0	1,337.4
Shreveport	333.0	365.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA		
170.6	42.4	11.01
Baton Rouge		
18.7	43.0	13.19
New Orleans		
42.9	40.5	10.78
Shreveport		
17.4	41.7	11.43

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
LOUISIANA		
1,928.4	186.5	9.7
Alexandria		
60.9	5.4	8.8
Baton Rouge		
266.1	23.3	8.8
Houma-Thibodaux		
68.8	6.5	9.4
Lafayette		
98.2	8.7	8.8
Monroe		
68.6	6.4	9.3

LOUISIANA

New Orleans 598.6	52.4	8.7
Shreveport 164.7	15.4	9.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	New Orleans 10/88
Office, professional, & technical	
Payroll clerks	$ 8.34
Accounting clerks	8.05
File clerks	5.70
Typists	NA
Key entry operators	7.51
Secretaries	10.09
Stenographers	NA
Switchbd opr-receptionists	6.73
Word processors	8.40
Drafters	11.87
Electronics technicians	NA
Computer operators	9.13
Computer programmers	15.27
Computer systems analysts	18.23
Maintenance & powerplant	
Carpenters	12.61
Electricians	13.45
Engineers, stationary	12.39
Machinists	14.76
Mechanics (machinery)	13.62
Custodial & material movement	
Guards	4.63
Janitors, porters & cleaners	3.94
Laborers, material handling	8.78
Shippers & receivers	NA
Truckdrivers	9.17
Forklift operators	8.57

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	80.3	NA	NA
MANUFACTURING	163.5	41.8	10.90
DURABLE GOODS	69.9	41.2	9.89
Lumber & wood prods.-SIC 24	12.3	42.9	8.14
Furniture & fixtures-SIC 25	0.7	NA	NA
Stone, clay, & glass prods.-SIC 32	5.5	40.7	8.85
Primary metal industries-SIC 33	2.8	NA	NA
Fabricated metal products-SIC 34	10.7	43.2	9.89
Machinery, except electrical-SIC 35	8.0	43.5	9.05
Electrical & electronic equip.-SIC 36	7.4	39.1	13.22
Transportation equipment-SIC 37	20.2	39.3	10.98

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 4, 5, 8, 9, 11, 14, 16, 21, 24
Baton Rouge 3, 4, 9, 10, 13, 15, 20, 24
Bossier City 4, 5, 7, 8 (Shreveport)
Houma 8 (New Orleans)
Kenner 3, 4 (New Orleans)
Lafayette 8, 11, 13, 14, 16, 24
Lake Charles 4, 8, 9, 11, 14
Monroe 1, 5, 9, 11, 15, 21, 24
New Iberia 8 (Lafayette)
New Orleans 2-4, 6, 8-10, 12, 13, 15, 17-20, 22-30
Shreveport 4, 5, 7-11, 14, 15, 20, 24
Slidell 3, 6 (New Orleans)

Railroads

1. Arkansas & Louisiana Missouri Rwy.
2. CSX Transportation, Inc.
3. Illinois Central
4. Kansas City Southern Railway Co.
5. Midsouth Rail Corp. (Mid Louisiana Rail Corp.)
6. Norfolk Southern Corp.
7. St. Louis Southwestern Co.
8. Southern Pacific Transportation Co.
9. Union Pacific Railroad

Airlines

10. American
11. American Eagle
12. Aviateca
13. Continental
14. Continental Express-Britt South
15. Delta
16. Delta Connection-Atlantic Southeast
17. Eastern
18. Lacsa
19. Midway Airlines, Inc.
20. Northwest
21. Northwest Airlink-Express Airlines I
22. Pan American World Airways, Inc.
23. Piedmont
24. Royale Airlines
25. Sahsa
26. Southwest Airlines
27. Taca S.A.
28. TWA
29. United
30. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 2e, 1g, 11g
Baton Rouge — 7e, 5g, 10g
Bossier City — 3g, 15e
Houma — 8eg, 14g
Kenner — 12e, 10g
Lafayette — 9e, 11g, 16g
Lake Charles — 7e, 6g
Monroe — 12e, 10g, 16g
New Iberia — 4e, 6g
New Orleans — 12e, 13eg, 10g
Shreveport — 3g, 15e
Slidell City — 4e, 10g

1. Alexandria Gas Dept.
   911 Casson St., Alexandria 71301
2. Alexandria Util. Div.
   City Hall, P.O. Box 71, Alexandria 71301
3. Arkansas Louisiana Gas Co.,
   Transcontinental Towers, 330 Marshall St., P.O. Box 21734, Shreveport, 71151
4. Central Louisiana Electric Co., Inc.
   2030 Donahue Ferry Rd., Pineville 71360-5226

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South Louisiana Economic Council
P.O. Box 2048 • (504) 448-4485 • Thibodaux, LA 70310
John W. Foltz, Director

Circle 62 on Brochure Service Card

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I invite you to find out how to open the New Louisiana's window of opportunity for your company."

Louisiana

Buddy Roemer

Charles "Buddy" Roemer
Governor

FOR MORE INFORMATION CALL THE DEPARTMENT OF ECONOMIC DEVELOPMENT, (504) 342-5361
Circle 63 on Brochure Service Card

5. Denham Springs City Utilities, 941 Government St., Denham Springs 70726
6. Entex Inc. P.O. Box 2628, Houston, TX 77001
7. Gulf States Utilities Co. 350 Pine St., Box 2951, Beaumont, TX 77704
8. Houma Municipal Gas System, Light & Water, City Hall, Box 6097, Houma 70360
9. Lafayette Utilities System Box 4017-C, Lafayette 70502
10. Louisiana Gas Service Co. P.O. Box 433, Harvey 70059
11. Louisiana Intrastate Gas Corp. P.O. Box 1352, Alexandria 71301
12. Louisiana Power & Light Co. 142 Delaronde St., New Orleans 70114
13. New Orleans Public Service, Inc. 317 Baronne St., New Orleans 70160
14. Oceana Heights Gas Co. 302 Schriever Hwy., Thibodaux 70301
15. Southwestern Electric Power Co. 428 Travis St., Box 21106, Shreveport 71156
16. Trans Louisiana Gas Co. 201 Rue Iberville, Lafayette 70508

Rural utilities contacts:

Cajun Elec. Power Co-op
Todd Tarbox, Pub. Affairs Mgr.
P.O. Box 15540, Baton Rouge 70895
504/291-3060

Assn. of La. Elec. Co-ops
Mac Trahan
10725 Airline Hwy.
Baton Rouge 70816
504/293-3450

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	349	8,053
Gem stones	NA	1
Salt	12,349	107,428
Sand & gravel:		
Construction	13,000	44,600
Industrial	255	3,600
Stone (crushed)	4,300	29,300
Sulfur — thou. metric tons (Frasch)	1,474	W
Combined value of cement (masonry 1987, portland), gypsum (1985), lime, stone (crushed, misc.), and value indicated by symbol W		190,340
Total 1987 (preliminary)		383,322

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Alexandria	48	83	1961	2521
Baton Rouge	51	82	1673	2605
Houma	54	82	1315	2755
Lafayette	52	82	1560	2675
Lake Charles	52	82	1579	2682
Monroe	45	82	2404	2340
Shreveport	46	83	2269	2444

DEVELOPMENT COUNSELORS:

State Development Agency

Goodman, Nadia
Dir., Policy & Planning
P.O. Box 94185
Baton Rouge, 70804-9185
501/342-5390

Areas & Others

Abbeville
Landry, Allison G., Exec. Dir.
Gtr. Abbeville C of C
1907 Veterans Memorial Dr.
P.O. Box 507, 70511-0507
(318) 893-2491

Baton Rouge
Little, William B., Pres. & C.E.O.
Gtr. Baton Rouge Chamber of Comm.
P.O. Box 3217, 70821
504/381-7125

Franklin
LaGrande, Gary, Exec. Dir.
Port of West St. Mary
P.O. Drawer 601, 70538
318/ 828-3410

Lafayette
Thomas, Ralph U., Exec. Dir.
Gtr. Lafayette Chamber of Comm.
P.O. Drawer 51307, 70505
318/233-2705

Mouton, Allen, Exec. V.P.
Lafayette Econ. Dev. Auth.
P.O. Drawer 51439, 70505-1439
318/234-2986

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SOUTH LOUISIANA PORT COMMISSION
PARISHES OF ST. CHARLES, ST. JOHN, ST. JAMES
152 BELLE TERRE BOULEVARD, SUITE 100 P.O. BOX 909, LAPLACE, LA 70069-0909

Circle 64 on Brochure Service Card

Price, Harold
Asst. Sect. for Comm. & Ind.
LA Dept. of Eco. Dev.
P.O. Box 94185, 70804
504/342-5361

Laplace

Clemments, Richard J., Exec. Dir.
S. Louisiana Port Comm.
152 Belle Terre Blvd.
P.O. Box 909, 70069-0909
504/568-6269

New Iberia

Oubre, John J., Exec Dir.
Port of Iberia
P.O. Box 9986, 70562-9986
318/364-1065

New Orleans

Bistes, II, Joseph M., Dir., Mktg.
Almonaster-McCloud Ind. Distr.
P.O. Box 29300, 70129
504/254-2227

O'Hare, Michael, Mgr.
Area & Industrial Dev.
Louisiana Power & Light Co.
P.O. Box 6008, 70174
504/363-8801

McCotter, Kevin J., Staff Mngr. Eco. Dev.
South Central Bell
365 Canal Street, Rm. 1595, 70140
(504) 528-2086

Pineville

Blankenship, Ronald, Mngr. Com. & Ind.
Energy Srvc, & Eco. Dev.
Central Louisiana Elec. Co. Inc., (CLECO)
2030 Donahue Ferry Road
P.O. Box 5000, 71361-5000
(318) 484-7400

Port Allen

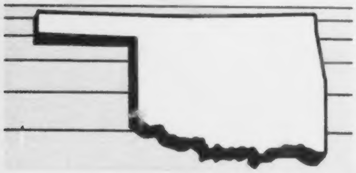
St. Cyr, Karen K., Zone Mngr.
Gtr. Baton Rouge Port Comm., Grantee
P.O. Box 380, 70767-0380
(504) 387-4207

Shreveport

Baremore, Neal, Dir.
Southwestern Electric Power
P.O. Box 21106, 71156
318/222-2141

Thibodaux

Foltz, John, Dir.
S. Louisiana Econ. Council
P. O. Box 2048, 70310
504/448-4485



OKLAHOMA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land, & equip.
- Free port law
- Aid for job training

Tax rates:

Corporate income tax	5%
Personal income tax	6% maximum
Sales tax	4%
Franchise & incorp tax	$1.25/M; $20,000 maximum
Inventory tax	local
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	25
Two-year or junior colleges	17
Vocational & business schools	42

Medical facilities:

Hospitals	165
Clinics	NA

Labor analysis:

Civilian labor force	1,505,100 (10/88)
High school graduates	36,145 (1988)
Mfg. workers in unions	15.3%

For additional labor market information, contact Employ. Security Commission, Will Rogers Memorial Office Bldg., Oklahoma City, OK 73105, 405/557-7111

Environment controls:

Air pollution, solid, & industrial waste: Dpty. Cmsr., Environ. Health Services, 10th & Stonewall, Oklahoma City, OK 73105, 405/271-5220

Water pollution: Dir., Oklahoma Water Quality Service (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988
OKLAHOMA	3,025.3	3,344.4
Bartlesville	34.6	NA
Broken Arrow	35.8	NA
Del City	28.4	NA
Edmond	34.6	NA
Enid	50.4	51.3
Lawton	80.1	85.6
Midwest City	49.6	53.5
Moore	35.1	NA
Muskogee	40.0	42.0
Norman	68.0	79.6
Oklahoma City	403.2	446.2
Ponca City	26.2	NA
Shawnee	26.5	27.4
Stillwater	38.3	NA
Tulsa	360.9	378.6

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
Enid	62.8	63.9
Fort Smith, AR/OK	162.5	181.4
Lawton	112.5	118.6
Oklahoma City	861.0	989.1
Tulsa	689.6	749.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA		
159.0	41.2	10.40
Oklahoma City		
47.9	42.1	11.65
Tulsa		
48.7	41.7	10.70

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
OKLAHOMA		
1,495.4	89.0	5.9
Enid		
28.6	1.3	4.6
Lawton		
48.2	2.5	5.2
Oklahoma City		
490.8	24.4	5.0
Tulsa		
334.9	21.8	6.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Oklahoma City 8/86
Office, professional, & technical	
Payroll clerks	$ 8.01
Accounting clerks	7.81
File clerks	5.55
Typists	6.15
Key entry operators	6.96
Secretaries	9.01
Stenographers	NA
Switchbd opr-recept's	6.22
Word processors	7.15
Drafters	9.28
Electronics technicians	NA
Computer operators	8.14
Computer programmers	12.05
Computer systems analysts	15.51
Maintenance & powerplant	
Carpenters	NA
Electricians	14.34
Engineers, stationary	13.20
Machinists	NA
Mechanics (machinery)	11.29
Tool & die makers	14.65
Custodial & material movement	
Guards	5.59
Janitors, porters & cleaners	5.51
Laborers, material handling	6.97
Shippers & receivers	8.79
Truckdrivers	9.04
Forklift operators	10.44

Industrial Mix (1987)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
33.7	38.5	11.16
MANUFACTURING		
154.4	41.2	10.14
DURABLE GOODS		
95.1	41.4	10.70
Lumber & wood prods.-SIC 24		
2.7	NA	NA
Stone, clay, & glass prods.-SIC 32		
10.3	43.0	10.86
Primary metal industries-SIC 33		
3.9	44.4	10.35
Fabricated metal products-SIC 34		
14.0	41.0	8.97
Machinery, except electrical-SIC 35		
29.3	43.1	10.32
Electrical & electronic equip.-SIC 36		
8.9	40.4	10.69
Transportation equipment-SIC 37		
19.5	38.6	13.39
Instruments & related prods.-SIC 38		
2.7	44.5	10.55

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bartlesville 1, 3 (Tulsa)
Broken Arrow 3 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1, 3, 11
Lawton 2, 3, 6, 10
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 2-4 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1-3, 5, 7-9, 12-16
Ponca City 1, 11
Shawnee 1, 3 (Oklahoma City)
Stillwater 1 (Oklahoma City)
Tulsa 1-5, 7-9, 11-13, 15, 16

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Missouri-Kansas-Texas R.R. (Oklahoma-Kansas-Texas)
4. Union Pacific Railroad

Airlines

5. American
6. American Eagle
7. Braniff
8. Continental
9. Delta
10. Delta Connection-Atlantic Southeast
11. Exec Express II, Inc.
12. Northwest
13. Southwest Airlines
14. Sunworld Int'l Airways
15. TWA
16. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bartlesville — 7e, 3g
Broken Arrow — 7e
Del City — 4e
Edmond — 2e
Enid — 4e, 5g
Lawton — 7e, 1g
Midwest City — 4e
Moore — 4e
Muskogee — 4e, 5g
Norman — 4e, 5g
Oklahoma City — 4e, 5g
Ponca City — 6e, 5g
Shawnee — 4e, 5g
Stillwater — 8e, 5g
Tulsa — 7e, 5g

1. Arkansas Louisiana Gas Co.
   206 N. Hudson, Ste. 500, P.O. Box 839, Altus, OK 73522
2. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034
3. Kansas Power & Light Co.
   818 Kansas Ave., Box 889, Topeka, KS 66601
4. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City 73102
5. ONEOK Inc.
   100 W. 5th St., Tulsa 74103
6. Ponca City Mun. Lt. Dept.
   1400 N. Union, Box 1450, Ponca City 74602
7. Public Service Co. of OK
   212 E. 6th St., Tulsa 74119
8. Stillwater Mun. Electric Dept.
   723 S. Lewis, Box 1449, Stillwater 74076

Utilities serving cities under 25,000:

KAMO Elec. Co-op, Inc.
Roy Beavers, Mem. & P.R. Mgr.
P.O. Drawer 577, Vinita 74301
918/256-5551

Okla. Assn. of Elec. Co-ops
Joe Harris
P.O. Box 11047
Oklahoma City 73136
405/478-1455

Western Farmers Elec. Co-op
Jerry Sasek, Legal Svcs. Mgr.
P.O. Box 429, Anadarko 73005
405/247-3351

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	45	2,900
Portland	1,600	70,000
Clays	1,042	2,445
Gem stones	NA	W
Gypsum	1,695	9,921
Sand & gravel		
Construction	11,600	27,000
Industrial	1,160	16,025
Stone:		
Crushed	29,500	97,400
Dimension	11	977
Combined value of feldspar, iodine, lime, pumice (1985-86), salt, tripoli, and value indicated by symbol W		25,149
Total 1987 (preliminary)		251,817

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bartlesville	35	82	3842	1886
Enid	35	84	3764	2075
Lawton	39	84	3237	2216
Muskogee	38	83	3409	2038
Oklahoma City	36	82	3735	1914
Ponca City	32	83	4279	1886
Stillwater	35	82	3793	1920
Tulsa	35	83	3731	2043

DEVELOPMENT COUNSELORS:

State Development Agency

Paulsen, Donald D., Exec. Dir.
Okla. Dept. of Commerce
6601 Broadway Ext.
Oklahoma City, OK 73116-8214
405/843-9770
1-800/443-OKLA

Areas & Others

Ada
Reed, Pete, Exec. Dir.
Ada Cham. of Comm.
P.O. Box 248, 74820
405/332-2506

Ardmore
Stucky, Wes,
Ardmore Dev. Authority
P.O. Box 1585, 73402
405/223-6162

Bartlesville
Dennis, Larry, Pres.
Bartlesville Cham. of Comm.
P.O. Box 2366, 74005
918/336-8708

Edmond
Stanford, Buddy, Exec. Dir.
Edmond Ind. Dev. Assoc.
P.O. Box 2347, 73083
405/340-0116

El Reno
Rainey, Ron Eugene, Exec. V.P.
El Reno Cham. of Comm.
P.O. Box 67, 73036
405/262-1188

Enid
Michalski, Michael C., Pres. & CEO
Gtr. Enid Cham. of Comm.
P.O. Box 908
210 Kenwood Blvd, 73702
405/237-2494

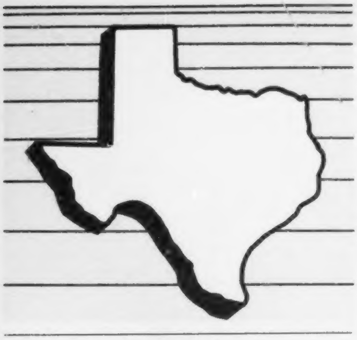
Muskogee
Skaggs, Mike
Greater Muskogee Dev. Corp.
P.O. Box 1473, 74402
918/683-2816

Oklahoma City
Strasbaugh, Paul B., Exec. V.P.
Oklahoma City Econ. Dev. Fdtn., Inc.
4 Santa Fe Plz., 73102
405/232-8955
Herring, Bob, Dir. Bus Dev.
Oklahoma Dept. of Commerce
6601 Broadway Extension, 73116-8214
405/843-9770
1-800-443-OKLA
Marks, Gary, Mngr. Eco. Dev.
Oklahoma Gas & Electric Co.
P.O. Box 321, 73102
405/272-3460

Seminole
Poweska, Peter, Dir.
East OK Reg. Dev., Inc.
P.O. Box 1245, 74868
405/382-0222

Shawnee
Manley, Wayne, Exec. Dir.
Central OK Eco. Dev. Dist.
400 North Bell, 74801
405/273-6410

Tulsa
Coe, Kenneth H., Ind. Dev. Consultant
Okla. Natural Gas. Co.
P.O. Box 871, 74101
918/588-7547
Jackson, Bob, Ind. Dev. Coord.
Public Service Co. of Oklahoma
P.O. Box 201, 74102
918/599-2289
Weddle, Rick, V.P.
Econ. Dev. Div.
Metro Tulsa Chamber of Comm.
616 S. Boston Ave., 74119
918/585-1201
Jackson, Bob,
Public Service of Oklahoma
P.O. Box 201, 74102
918/599-2289



TEXAS

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Industrial revenue bonds
- Texas Rural Industrial Dev. Act

Tax rates:

Corporate income tax...................... NA
Personal income tax........................ NA
Personal property tax .... varies
Sales tax .....6% plus applicable local rates
Incorporation tax .... NA
Franchise tax.......................... $6.70/m
Inventory tax................................ varies
Gasoline tax .... $.15/gal.

Advanced education facilities:

Institutes of higher education........141 (incorporates public, private, and jr. and sr. colleges and universities)
Vocational & business schools......500

Medical facilities:

Hospitals 563
Clinics .... NA

Labor analysis:

Civilian labor force......8,265,000 (1987)
High-school grads. ...172,099 (1981-82)

For additional labor market information, contact Employ. Commission, TEC Bldg., 12th & Trinity, Austin, TX 78778, 512/463-2222

Environment controls:

Air pollution: Allen Eli Bell, Exec. Dir., Air Control Bd., 6330 Highway 290 E., Austin, 78723, 512/451-5711

Water pollution: Larry Soward, Exec. Dir., Texas Water Commission, Stephen F. Austin Bldg., Austin 78711, 512/463-7791

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
TEXAS	14,228.4	16,888.0
Abilene	98.3	116.3
Amarillo	149.2	165.4
Arlington	160.1	247.7
Austin	345.5	481.2
Baytown	56.9	60.9
Beaumont	118.1	122.1
Brownsville	85.0	103.0
Bryan	44.3	64.3
Carrollton	40.6	57.8
College Station	37.3	50.6
Corpus Christi	232.0	273.3
Dallas	904.1	1,025.7
Del Rio	30.0	NA
Denison	23.9	24.8
Denton	48.1	57.6
Duncanville	27.8	NA
Edinburg	24.1	32.2
El Paso	425.3	496.1
Fort Worth	385.1	448.1
Galveston	61.9	62.8
Garland	138.9	174.7
Grand Prairie	71.5	95.0
Haltom City	29.0	NA
Harlingen	43.5	55.6
Houston	1,594.1	1,741.0
Hurst	31.4	NA
Irving	109.9	132.6
Killeen	46.3	61.7
Kingsville	28.8	NA
Laredo	91.4	114.2
Longview	62.8	74.5
Lubbock	174.0	183.8
Lufkin	28.6	NA
Marshall	25.0	24.2
McAllen	67.0	85.2
Mesquite	67.1	86.1
Midland	70.5	103.0
Mission	22.6	31.4
Nacogdoches	27.1	NA
North Richland Hills	30.6	NA
Odessa	90.0	104.8
Paris	25.5	NA
Pasadena	112.6	118.0
Plano	72.3	111.2
Port Arthur	61.2	63.9
Richardson	72.5	81.2
San Angelo	73.2	86.5
San Antonio	785.4	958.6
Sherman	30.4	32.5
Temple	42.5	47.7
Texarkana*	52.8	56.5
Texas City	41.4	43.6
Tyler	70.5	77.5
Victoria	50.7	57.5
Waco	101.3	107.5
Wichita Falls	94.2	100.4

* Texarkana is a two-state city. Total includes both Tex. and Ark.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Abilene	110.9	126.8
Amarillo	173.7	197.9
Austin	536.5	745.1
Beaumont-Port Arthur	375.5	385.5
*Brazoria	170.0	205.2
Brownsville-Harlingen	209.7	257.9
Bryan-College Station	93.6	126.1
Corpus Christi	326.2	369.4
*Dallas	1,957.0	2,430.2
El Paso	479.9	570.0
*Fort Worth-Arlington	973.0	1,256.4
*Galveston-Texas City	195.9	219.2
*Houston	2,905.4	3,233.0
Killeen-Temple	214.7	245.4
Laredo	99.3	120.6
Longview-Marshall	151.8	170.6
Lubbock	211.7	222.3
*McAllen-Edinburg-Mission	283.2	366.7
Midland	82.6	116.1
Odessa	115.4	134.3
San Angelo	84.8	98.1
San Antonio	1,072.0	1,271.5
Sherman-Denison	89.8	98.0
Texarkana, TX/AR	113.1	121.4
Tyler	128.4	156.1
Victoria	68.8	77.1
Waco	170.8	190.7
Wichita Falls	121.1	127.8

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS		
951.2	41.7	10.01
Dallas		
222.5	42.0	9.98
Ft. Worth-Arlington		
118.8	42.1	10.77
Houston		
152.4	42.8	11.33
San Antonio		
47.0	39.6	7.55

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
TEXAS		
8,387.6	594.4	7.1
Abilene		
55.4	3.2	5.7
Amarillo		
102.2	6.0	5.9
Austin		
430.7	25.1	5.8
Beaumont-Port Arthur		
161.9	16.3	10.1
Brazoria		
83.3	6.4	7.7
Brownsville-Harlingen		
97.3	12.1	12.4
Bryan-College Station		
57.9	2.5	4.4
Corpus Christi		
161.6	14.4	8.9
Dallas		
1,471.8	83.6	5.7
El Paso		
245.9	27.4	11.1
Fort Worth-Arlington		
685.4	42.1	6.1
Galveston-Texas City		
109.6	9.2	8.4
Houston		
1,634.4	107.3	6.6
Killeen-Temple		
97.3	7.5	7.8
Laredo		
47.1	5.7	12.2
Longview-Marshall		
80.3	6.7	8.3
Lubbock		
116.1	5.8	5.0
McAllen-Edinburg-Mission		
146.1	26.3	18.0
Midland		
50.3	2.8	5.6
Odessa		
54.1	4.1	7.6
San Angelo		
46.1	2.8	6.2
San Antonio		
632.0	49.2	7.8

Sherman-Denison		
50.5	3.5	7.0
Texarkana		
58.2	4.5	7.8
Tyler		
76.8	5.7	7.4
Victoria		
37.1	2.5	6.8
Waco		
94.3	6.1	6.5
Wichita Falls		
58.7	3.6	6.0

*preliminary figures

Industrial Mix (1987)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
346.0	NA	NA
MANUFACTURING		
928.2	41.6	9.85
DURABLE GOODS		
529.5	41.6	9.67
Lumber & wood prods.-SIC 24		
34.0	40.4	7.04
Furniture & fixtures-SIC 25		
16.5	39.2	6.45
Stone, clay, & glass prods.-SIC 32		
43.6	42.9	9.15
Primary metal industries-SIC 33		
26.9	41.5	10.49
Fabricated metal products-SIC 34		
71.8	41.7	8.97
Machinery, except electrical-SIC 35		
98.5	42.2	9.92
Electrical & electronic equip.-SIC 36		
115.5	41.2	10.50
Transportation equipment-SIC 37		
88.4	42.8	12.34
Instruments & related prods.-SIC 38		
21.4	40.6	8.75
Misc. mfg. industries-SIC 39		
12.9	38.8	6.92

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 9, 16, 27
Amarillo 1, 2, 15, 25, 26, 42
Arlington 5, 9 (D)
Austin 5, 8, 9, 15, 17, 22, 23, 26, 38, 39, 42, 45-47
Baytown 8, 9 (Houston)
Beaumont 1, 4, 7-9, 16, 22, 24, 27
Brownsville 8, 9, (Harlingen)
Bryan 8, 9 (College Station)
Carrollton 2, 5, 7 (D)
College Station 8, 9, 16, 24, 27
Corpus Christi 8, 9, 15, 22-24, 42
Dallas 1, 2, 4, 5, 7-9, 12, 14-16, 19, 20, 22, 23, 26, 27, 29, 32, 33, 35-40, 42, 44-47
Del Rio 8 (San Antonio)
Denton 1, 5, 9 (D)
Duncanville 1 (D)
El Paso 1, 7-9, 13, 15, 17, 23, 26, 42, 46
Fort Worth 1, 2, 5, 7-9 (see Dallas for airlines)
Galveston 1, 2, 5, 8, 9 (Houston)
Garland 1, 5 (D)
Grand Prairie 5, 9 (D)
Haltom City (D)
Harlingen 7-9, 15, 23, 42
Houston 1-3, 5-11, 14, 15, 18-24, 26, 28, 30, 32, 38-43, 45-48
Hurst 2, 5 (D)
Irving 2, 5 (D)
Killeen 1, 16, 27
Kingsville 9 (Corpus Christi)
Laredo 9, 16, 24, 31
Longview 1, 9, 16, 27, 34
Lubbock 1, 2, 15, 17, 26, 42
Lufkin 7, 8 (Houston)
McAllen 8, 9, 22, 23
Mesquite 9 (D)
Midland 9, 15, 17, 42
Nacogdoches 8 (Longview)
North Richland Hills (D)
Odessa 9 (Midland)
Paris 1, 2, 9, 29
Pasadena 1, 5, 8, 9 (Houston)
Plano 7, 8 (D)
Port Arthur 4, 8 (Beaumont)
Richardson 1, 8 (D)
San Angelo 1, 16, 27
San Antonio 5, 8, 9, 15, 19, 22, 23, 26, 31, 35, 38, 39, 42, 45-47
Sherman 2, 5, 7-9 (D)
Temple 1, 5, 29
Texarkana 4, 7, 9, 16, 27
Texas City 1, 2, 5, 8, 9 (Houston)
Tyler 7, 9, 16, 22, 27, 34
Victoria 7-9, 24
Waco 5, 7-9, 16, 27
Wichita Falls 2, 5, 16, 27

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Kansas City Southern Railway Co.
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. St. Louis Southwestern Railway Co.
8. Southern Pacific Trans. Co.
9. Union Pacific Railroad

Airlines

10. Aeromexico
11. Air France
12. Air New Zealand
13. Air Ruidoso, Ltd.
14. Alaska Airlines
15. American
16. American Eagle
17. America West
18. Aviateca
19. Braniff
20. British Airways
21. Cayman Airways, Ltd.
22. Conquest Airlines, Inc.
23. Continental
24. Continental Express-Britt South
25. Continental Express-Rocky Mountain Airways
26. Delta
27. Delta Connection—Atlantic Southeast
28. Eastern
29. Exec Express II, Inc.
30. KLM
31. Laredo Air, Inc.
32. Lufthansa
33. Mesa Airlines
34. Metroflight Airlines
35. Mexicana
36. Midway Airlines, Inc.
37. Midwest Express
38. Northwest
39. Pan American World Airways, Inc.
40. Piedmont
41. Sahsa
42. Southwest Airlines
43. Taca S.A.
44. Thai Airways Int'l
45. TWA
46. United
47. USAir
48. Viasa

Area Wage Survey

Average straight-time hourly earnings

	Dallas Fort Worth 12/85	Houston 4/88	San Antonio 7/88	Corpus Christi 7/88	Austin 8/88
Office, professional, & technical					
Payroll clerks	$ 8.35	9.36	7.62	7.30	8.25
Accounting clerks	7.53	8.75	7.31	6.86	7.60
File clerks	5.35	7.25	5.54	NA	5.80
Typists	6.29	7.41	6.22	NA	7.32
Key entry operators	6.96	7.66	6.62	6.50	7.38
Secretaries	9.65	11.29	9.32	8.81	9.33
Stenographers.	10.19	9.99	9.23	NA	NA
Switchbd opr-receptionists	6.68	6.99	6.00	5.90	6.59
Word processors	NA	9.56	7.28	NA	8.13
Drafters	10.59	14.28	10.18	10.81	10.14
Electronics technicians	12.25	13.74	13.81	NA	13.04
Computer operators	8.86	10.41	8.24	7.64	9.23
Computer programmers	12.77	15.71	13.62	NA	NA
Computer systems analysts	16.73	20.69	18.94	NA	20.49
Maintenance & powerplant (men)					
Carpenters	11.36	12.89	NA	NA	NA
Electricians	13.23	14.91	10.70	14.52	12.91
Engineers, stationary	12.93	13.06	NA	NA	12.36
Machinists	12.39	14.70	NA	15.37	NA
Mechanics (machinery)	12.49	14.16	10.48	14.77	11.55
Tool & die makers	14.17	12.89	NA	NA	NA
Custodial & material movement (men)					
Guards	5.62	5.59	4.15	NA	4.63
Janitors, porters & cleaners	4.99	4.01	4.31	3.98	4.54
Laborers, material handling	8.51	7.33	6.04	5.66	6.97
Shippers & receivers	8.00	9.01	6.43	NA	NA
Truckdrivers	9.83	9.69	7.57	7.73	9.08
Forklift operators	9.83	10.08	7.75	NA	8.09

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UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abilene — 29e, 17g
Amarillo — 24e, 11g
Arlington — 27e, 17g
Austin — 2e, 17g, 22g
Baytown — 16e, 12g
Beaumont — 15e, 12g
Brownsville — 3e, 19g
Bryan — 4e, 17g
Carrollton — 27e, 17g
College Station — 6e, 17g
Corpus Christi — 5e, 7g
Dallas — 27e, 17g
Del Rio — 5e, 8g, 26g
Denton — 9e, 17g
Duncanville — 27e, 17g
El Paso — 10e, 22g
Fort Worth — 27e, 17g
Galveston — 16e, 22g
Garland — 13e, 27e, 17g
Grand Prairie — 27e, 17g
Haltom City — 27e, 17g
Harlingen — 5e, 19g
Houston — 16e, 12g
Hurst — 27e, 17g
Irving — 27e, 17g
Killeen — 27e, 17g
Kingsville — 5e, 12g
Laredo — 5e, 12g
Longview — 23e, 12g, 21g
Lubbock — 18e, 24e, 11g
Lufkin — 27e, 12g
McAllen — 5e, 19g
Mesquite — 27e, 17g
Midland — 27e, 11g
Nacogdoches — 27e, 12g
North Richland Hills — 27e, 17g
Odessa — 27e, 11g
Paris — 27e, 17g
Pasadena — 16e, 12g
Plano — 27e, 17g
Port Arthur — 15e, 22g
Richardson — 27e, 17g
San Angelo — 29e, 17g
San Antonio — 20eg, 14g
Sherman — 27e, 17g
Temple — 27e, 17g
Texarkana — 23e, 1g
Texas City — 25e, 12g
Tyler — 27e, 12g, 17g
Victoria — 5e, 12g
Waco — 27e, 17g
Wichita Falls — 27e, 17g

1. Arkansas-Louisana Gas Co.
   P.O. Box 751, Little Rock, AR 72203
2. Austin Electric Dept.
   P.O. Box 1088, Austin 78767
3. Brownsville Public Util. Bd.
   1425 Robin Hood Dr., Box 3270, Brownsville 78520
4. Bryan Mun. Electric System
   300 S. Washington, Box 1000, Bryan 77805
5. Central Power & Light Co.
   539 N. Carancahua St., Box 2121, Corpus Christi 78403
6. College Station Utilities
   1101 S. Texas Ave., Box 9960, College Station 77840
7. Corpus Christi Gas Division
   4225 S. Port Ave., Corpus Christi 78415-5311
8. Del Rio Gas System
   201 E. De La Rosa, Del Rio 78840
9. Denton Mun. Utilities
   215 E. McKinney, Denton 76201
10. El Paso Electric Co.
    No. 9 Civic Center Plaza, El Paso 79901
11. Energas Co.
    301 S. Taylor, Amarillo 79189
12. Entex Inc.
    P.O. Box 2628, Houston 77001
13. Garland Power & Light System
    Box 469002, Garland 75046-9002
14. Grey Forest Utilities
    14570 Bandera Rd., Helotes 78023
15. Gulf States Utilities Co.
    350 Pine St., Box 2951, Beaumont 77704
16. Houston Lighting & Power Co.
    P.O. Box 1700, Houston 77001
17. Lone Star Gas Co.
    301 S. Harwood, Dallas 75201
18. Lubbock Power & Light Dept.
    P.O. Box 2000, Lubbock 79457
19. Rio Grande Valley Gas Co.
    Box 3690, Brownsville 78520
20. San Antonio Public Service Bd.
    145 Navarro St., Box 1771, San Antonio 78296
21. Southern Gas
    110 E. Cotton, Longview 75601
22. Southern Union Co. & Consolidated Subsidiaries
    1800 Renaissance Tower
    Dallas 75270
23. Southwestern Electric Power Co.
    428 Travis St., P.O. Box 21106
    Shreveport, LA 71156
24. Southwestern Pub. Service Co.
    6th at Tyler, Box 1261, Amarillo 79170
25. Texas-New Mexico Power Co.
    4100 Int'l Plaza, Box 2943, Ft. Worth 76113
26. Texas Oil & Gas Corp.
    1700 Pacific Ave. LB# 10, Dallas 75201-4696
27. Texas Utilities Co.,
    2001 Bryan Tower, Dallas 75201
28. Western Gas Corp.
    110 E. Cotton, Longview 75601
29. West Texas Utilities Co.
    301 Cypress, Abilene 79601

Rural utilities contacts:

Brazos Elec. Power Co-op, Inc.
Francis M. Bushnell, Jr., P. R. Mgr.
P.O. Box 6296, Waco 76706
817/752-2501

Golden Spread Elec. Co-op, Inc.
Robert W. Bryant, Gen. Mgr.
P.O. Box 9898, Amarillo 79105
806/379-7766

Northeast Texas Elec. Co-op, Inc.
Richard K. Thomas, Gen. Mgr.
211 East Tyler St., S-507
Longview 75601
214/757-3282

Rayburn County Elec. Co-op
John W. Kirkland, Pres.
750 Interstate 30, Ste. 140
Greenville 75087
214/722-1336

Sam Rayburn G&T, Inc.
John H. Butts, Mgr.
P.O. Box 1623
Nacogdoches 75961
409/560-9532

San Miguel Elec. Co-op, Inc.
Richard McCaskill, Gen. Mgr.
P.O. Box 280, Jourdanton 78026
512/784-3411

South Texas Elec. Co-op
Anna Rippamonti, Admin. Asst.
P.O. Box 119, Nursery 77976
512/575-6491

Texas Elec. Co-ops, Inc.
Dennis Engelke, Rural Dev. Dir.
P.O. Box 9589, Austin 78766
512/454-0311

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	7,600	353,100
Masonry	160	12,100
Clays	2,294	13,090
Gem stones	NA	W
Gypsum	2,144	15,080
Lime	1,069	57,114
Salt	7,674	57,580
Sand & gravel:		
Construction	48,600	180,800
Industrial	1,550	31,400
Stone:		
Crushed	72,900	250,600
Dimension	38	12,765
Sulfur (Frasch) — thou. metric tons	2,026	W
Talc & pyrophyllite	201	2,600
Combined value of asphalt (native), fluorspar, helium, clays (ball, 1986, fuller's earth and kaolin, 1986-1987), iron ore (usable), magnesium chloride (1985), magnesium compounds, magnesium metal (1986-1987), mica (scrap 1985), sodium sulfate (natural), and value indicated by symbol W		453,850
Total 1987 (preliminary)		1,440,079

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Abilene	43	84	2621	2467
Amarillo	35	79	4231	1428
Austin	49	85	1760	2914
Big Spring	43	83	2658	2312
Brownsville	60	84	609	3772
Corpus Christi	56	85	970	3574
Dallas	45	86	2301	2846
Denton	44	85	2460	2540
El Paso	44	83	2664	2096
Fort Worth	44	86	2407	2809
Galveston	54	83	1253	2967
Harlingen	59	84	786	3770
Houston	51	83	1549	2761
Laredo	56	87	926	4043
Lubbock	39	80	3516	1676
McAllen	59	84	755	3833
Midland	44	82	2658	2126
Port Arthur	52	83	1477	2861
San Angelo	46	84	2313	2596
San Antonio	50	85	1606	2983
Sherman	41	84	2934	2331
Temple	47	85	2125	2740
Victoria	53	85	1273	3184
Waco	46	86	2126	2891
Wichita Falls	40	86	3011	2506

DEVELOPMENT COUNSELORS:

State Development Agency

Lauderback, J. William
Texas Dept. of Commerce
P.O. Box 12728, Capitol Sta.
Austin, TX 78711
512/472-5059

Areas & Others

Abilene
Vest, Gary L. Mgr.
Abilene Ind. Fdtn., Inc.
P.O. Box 2281, 79604
915/677-7241

Austin
Rios-Valdez, Rosa, Mgr., Econ. Dev.
Lower Colorado River Auth.
P.O. Box 220, 78767
512/473-3399

Beaumont
Williams, Malcolm M., Bus. Dev. Mgr.
Gulf States Utilities Co.
P.O. Box 2951, 77704
409/839-2165

Cleburne
Moss, Lloyd E, & C.I.D., Mgr.
City of Cleburne
P.O. Box 657, 76031
817/641-3321

Corpus Christi
Crutchfield, John N., Mgr. Eco. Dev.
Central Power & Light Co.
P.O. Box 2121, 78403
512/881-5698

Bee, Ed, C.I.D., V.P.
Corpus Christi Area Econ. Dev. Corp.
1201 N. Shoreline Dr.
P.O. Box 640, 78403
512/883-5571

Dallas
Nelson, Larry, Dir.
Lone Star Gas Company
301 S. Harwood St., 75201
214/741-3711

Dumas
Grist, John
Moore County Dev.
P.O. Box 324, 79029
806/935-6866

El Paso
Page, Charles H., III, Exec. Dir.
El Paso Ind. Dev. Corp.
9 Civic Center Plaza, 79901
915/532-8281

Farmers Branch
Nichols, Norma, Dir.
City of Farmers Branch
P.O. Box 819010, 75381-9010
214/247-3131

Fort Worth
Brooks, Norman, G., Field Ops. Dir.
Prop. Mgt. Div.
Burlington Northern Railroad
3300 Continental Plz.
777 Main St., 76102
817/878-1506

Beck, Terry
Texas-New Mexico Power Co.
P.O. Box 2943, 76113
817/731-0099

Dietmeyer, Zicki, Group V.P., Econ. Dev.
Fort Worth Chamber of Comm.
777 Taylor St., Ste. 900, 76102-4920
817/336-2491

Freeport
Pendleton, Charles L., Pres.
Brazosport Econ. Dev. Corp.
200 W. Second St.
Suite 305, 77541
409/239-2416

Garland
Boster, Barbara R., C.I.D., Dir.
Garland Econ. Dev.
3960 Broadway, Ste. 200, 75043
214/494-7145

Gainesville
Smith, Carl
Gainesville Eco. Dev.
P.O. Box 518, 76240
817/665-2831

Harlingen
Rath, Linda, Exec. V.P.
Harlingen Area Chamber of Comm.
P.O. Box 189, 78551
512/423-5440

Houston
Fuller, Kent, Econ. Dev. Mgr.
Houston Econ. Dev. Council
1100 Milam Bldg.
24th Fl., 77002
713/651-7216

VanNess, D.E., Nat'l Mktg.
Houston Power & Light
P.O. Box 1700, 77001
713/623-3452

Brown, George
Friendswood Dev. Co.
One Corporate Plaza
2525 Bay Area Blvd., 77058
713/486-2813

Lewisville
Marshall, Pat, Pres.
Lewisville Cham. of Comm.
P.O. Box 416, 233 Main, 75067
214/436-9571

Lubbock
Prather, Laurin, Pres.
Lubbock Board of City Dev.
2005 Broadway
P.O. Box 5948, 79417
214/757-4444

Midland
Crider, Jim, Dir.
Midland Chamber of Comm.
Econ. Dev. Dept.
P.O. Box 1890, 79702
915/683-3381

Plano
Barnes, Mike, Exec. Dir.
Plano Eco. Dev. Board
4975 Preston Blvd., Ste. 380, 75093
214/612-1008

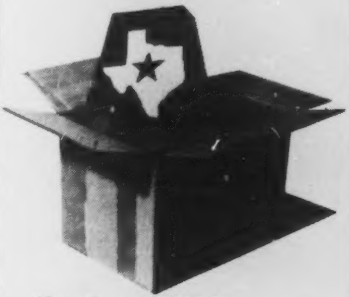
San Antonio
Coleman, Stephanie A. Pres.
San Antonio Econ. Dev. Fdtn.
P.O. Box 1628, 78296
512/226-1934

Sherman
Heath, James E.
Sherman Area Cham. of Comm.
P.O. Box 1029, 75091
214/893-1184

Uvalde
Davenport, Greg, Dir.
Mid. Rio Grange Reg. of TX
209 North Getty, 78801
512/278-2527

Waco
Cleveland, Curtis, Econ. Dev. V.P.
Gtr. Waco Chamber of Comm.
P.O. Box 1220, 76703
817/752-6551

PACKAGE DEAL



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ABILENE

For Additional Information Contact
Gary Vest
ABILENE
INDUSTRIAL FOUNDATION, INC.
P.O. Box 2281 Abilene, Texas 79606
(915) 677-7241

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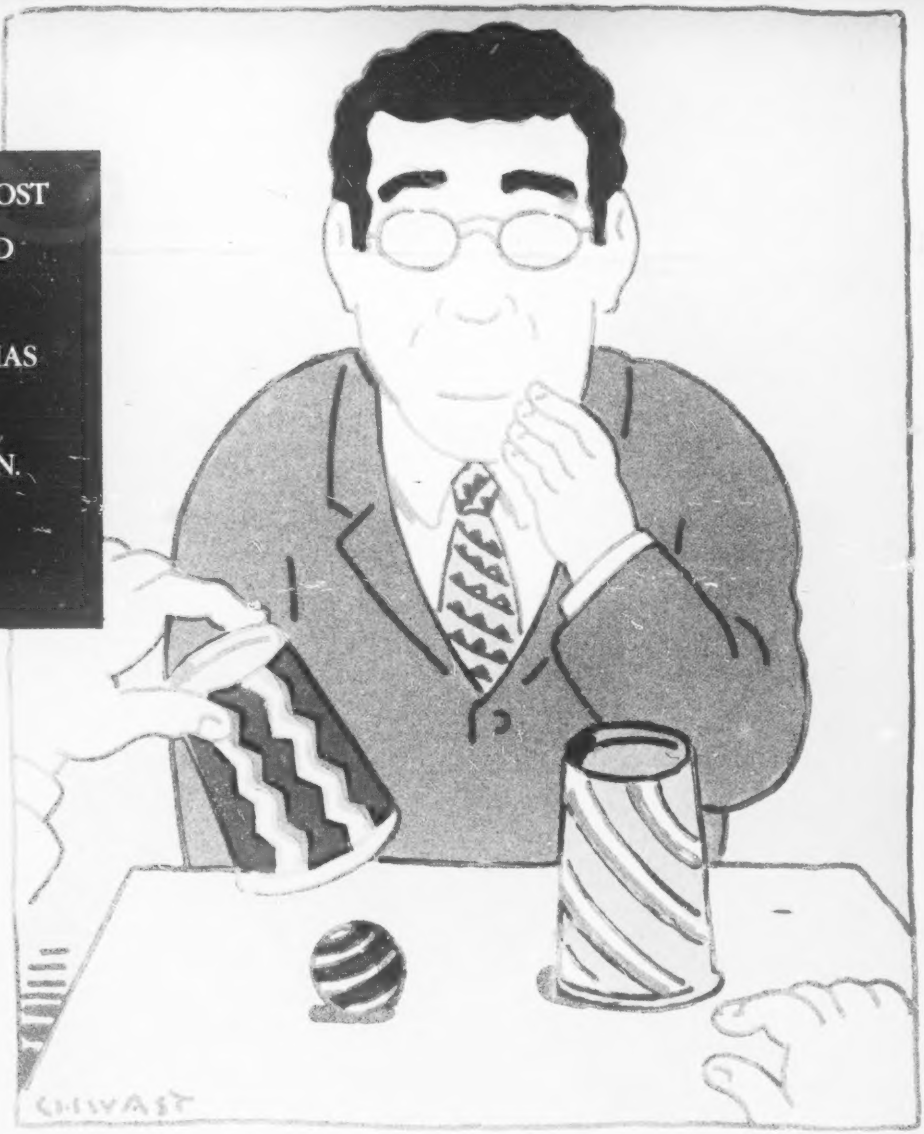
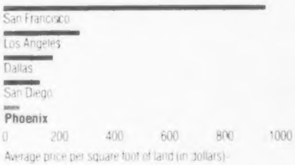
BETWEEN COST SAVINGS AND LOCATION, INDUSTRY HAS ONLY ONE BEST OPTION.

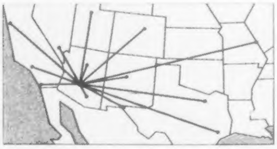
BOTH.



Sometimes, having to make a choice is really no choice at all. Take a company's search for a business site that best helps achieve its growth and profit goals. Too often it's a compromise: either cost savings or location. Sun Valley presents the best choice: Both. • Located in America's top ranked state for overall business climate—Arizona,[1] and the nation's fastest growing metropolitan area—Phoenix, Sun Valley offers low wage labor, low rate power, low price housing and, above all, low cost land, especially when compared to other Sunbelt and West Coast cities. • Yet by virtue of its location in the flourishing West Phoenix transportation hub near Interstate 10 and other trucking routes, Sun Valley is close to Southern California—in fact, closer in drive-time than many Southern California cities are to one another. • For the advantages of both cost savings *and* location, choose Sun Valley. For more information, call 1-800-666-SVOA.



Average price per square foot of land (in dollars)



Phoenix: Hub of the Southwest transportation network

SUN VALLEY
TOMORROW IS DAWNING
IN THE WEST

Circle 67 on Brochure Service Card

MOUNTAIN STATES

- ARIZONA
- COLORADO
- IDAHO
- MONTANA
- NEVADA
- NEW MEXICO
- UTAH
- WYOMING

Regional Review

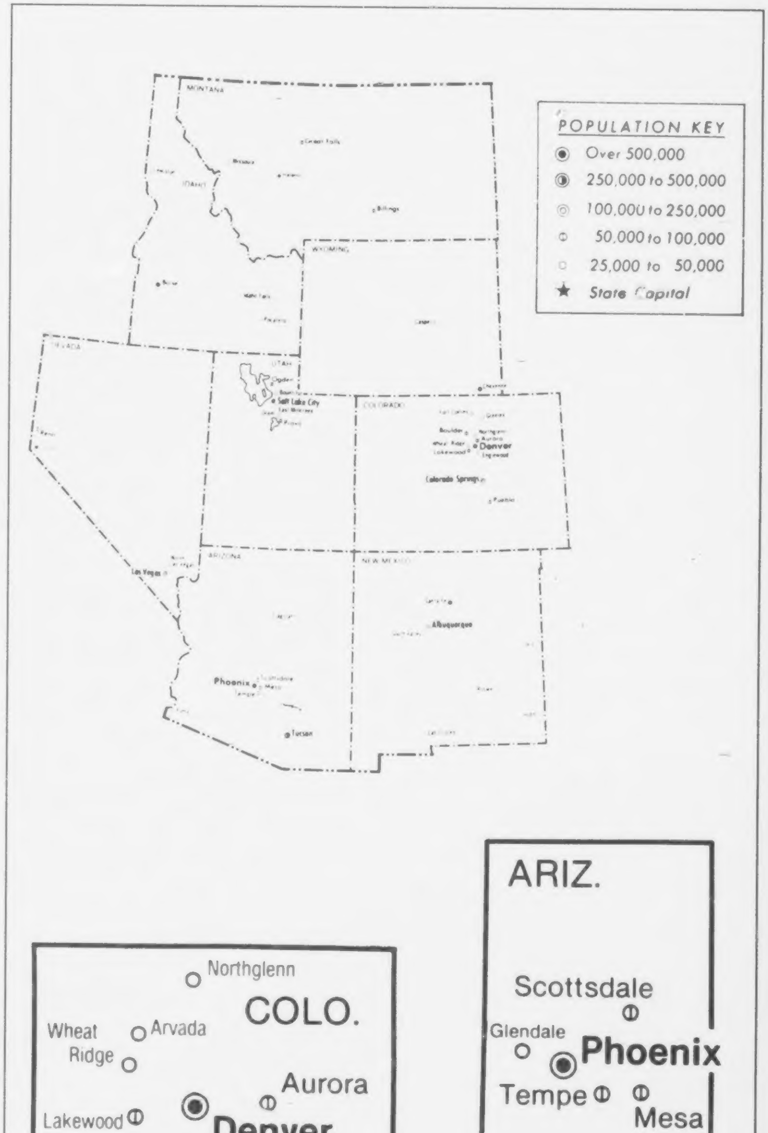
Following are summaries of some of the events affecting site location in each of the Mountain States in 1988. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Arizona

For the third year in a row in 1988, *Inc.* magazine's "Annual Report on the States" rated Arizona number one for its number of news jobs, number of new companies and climate for growth, tracked over a four-year period.

Growth has been spurred by "the spillover from southern California and an ideal climate for testing electronics," according to *Inc.* The state also financed a survey to find out which products and services big companies bought out-of-state, and then initiated a program to match the companies with local businesses. And, a law was passed allowing local counties or cities under 450,000 population a tax exemption for property—leased from "public entities"—for commercial/industrial uses at airport sites.

Economic expansion is showing signs of levelling off, however. Unemployment was 6.3% in 1988, up from 5.2% in 1987; this was attributable mainly to a drop in the construction industry (−7.9%). Employment grew by 26,000 jobs, with the major growth in the Phoenix area. Services employment grew by 6.9%, mining by 6.1%, government by 4.3%, trade by 4%, transportation and public utilities by 2.2%, and manufacturing by 1%; finance/insurance/real estate dropped 1.3%.


MONTANA
IDAHO
WYOMING
NEVADA
UTAH
COLORADO
ARIZONA
NEW MEXICO
Salt Lake City
Ogden
Denver
Boulder
Colorado Springs
Pueblo
Las Vegas
Phoenix
Tucson
Albuquerque
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
COLO.
Northglenn
Wheat Ridge
Arvada
Aurora
Lakewood
Denver
Englewood
Littleton
0 5 10 Miles
ARIZ.
Scottsdale
Glendale
Phoenix
Tempe
Mesa
0 Miles 10

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Colorado

In 1987-88, Colorado's economy showed erratic signs of life, according to a report by United Banks of Colorado, Inc. Meanwhile, United Banks projects the state to post modest growth in 1989, with expansion below the national average.

Favorable influences on the economy include continued growth in the national economy, which will aid tourism ($5.4 billion of the state's economy in 1987) and manufacturing. And, a low-valued dollar will benefit many of the state's key sectors such as advanced technology, heavy manufacturing, agriculture, and commodities. In addition, cites the report, "low office rental rates, falling home prices, and a highly educated work force should attract new businesses."

Two areas of economic concern, however, are: the overbuilt construction market and the potential cutback in defense spending.

Affecting Colorado's economy further down the line will be construction of the $110 million Convention Center (expected to open in 1990), building of the new $1.6 billion airport, and various proposed highway projects, notably E470 and W470.

To expand, recruit and retain industry, in order to diversify and stabilize Colorado's economy, Gov. Roy Romer has set up an Economic Development Office comprised of five departments: the Office of Business Development, Small Business Office (97% of the state's employers have fewer than 100 employees), Women's Business Office, International Trade Office, Minority Business Office. The state has also stepped up its promotional campaign.

Idaho

Economic indicators for the state in 1988 showed hearty improvement over 1987. "Employment increased at the fastest rate in a decade, and in the past two years one-third of all new jobs has been in manufacturing," reports Richard Twight, economic development analyst for the Idaho Dept. of Commerce.

Unemployment in 1988 was 5.9%, dropping from 8% in 1987, and employment grew by 2.8%.

Idaho was not as hard hit by the drought as other parts of the nation. This combined with strong farm prices made '88 a good year for agriculture, with the value of agricultural production (excluding seed crops, livestock and sugar beets) up 28%. Meanwhile, spending for all construction rose 40.5%. Tourism was also up with hotel/motel room tax receipts up 13.1% for the period July '88-January '89.

Legislation in 1988 included: changes in telecommunications regulations, limitations on business combinations and takeovers, and establishing revenue allocation financing of urban renewal projects. The state also established a trade office in Taiwan and a representative in Korea.

Montana

As with Idaho and Wyoming, Montana has had difficulty in the past few years because of its reliance on the agriculture/lumber, oil and mining industries. However, the state's economy is showing signs of revival, backed by increased livestock prices, and slight increases in tourism and mining employment. The state has also added business incentives to help diversify the economy.

"In 1988, over 350 deals involving public sector participation were closed, creating 3,100 new jobs," reports Richard Jones, business research officer at the Montana Department of Commerce.

Montana's tax-relief measures include a five-year grace period on corporate taxes, and a cut in property taxes from 11% to 3% for R & D firms. There has also been a 4% accommodations tax to raise funds to help promote tourism. And, the state securities department has revised rules to simplify the process form, and increase the amount of capital that can be raised for small business from private investors without securities registration.

Nevada

"For the second year in a row in 1988, Nevada led the nation in new job creation," says Jean Towne, director of client services at the Nevada Commission on Economic Service. "Predictions (*Changing Times*, January 1989) are that leadership will continue through the end of the century. A growing tourism industry, booming gold mining, and rapidly expanding manufacturing and warehousing/distribution sectors account for the growth."

"Nevada has a superb climate for manufacturers, and the Nevada government has taken significant steps to encourage industry to locate there," according to Grant Thornton's July 1988 *Manufacturing Climate Study*. In the study, Nevada ranked first in tax effort, being one of seven states with no personal income tax and one of five states with no corporate income tax. Additionally, though Nevada is one of the most sparsely populated states, it is one of the most well-to-do. In 1986, reported Grant Thornton, the state ranked ninth in per capita disposable income.

While the state's economy rests on tourism and light manufacturing, motion picture and television production is an emerging source of revenue (*PL*, April 1988). Several industrial parks have also been built in Reno in recent years.

New Mexico

Though New Mexico is an oil producer, its economy—which includes tourism and defense, as well as the extractive industries of oil, gas, coal, potash, copper, and uranium—has not suffered as much as other oil-producing states. While the extractive industries produce billions of dollars of products, the travel and tourism sector employs more people and generates nearly $2 billion in revenue. And, New Mexico was one of the first states to promote travel to generate tax revenues.

In January 1987 unemployment in the state averaged 9.6%; in July 1988 the rate was about 8.3%. Total non-agricultural employment increased by about 8,300 jobs from July 1987 to July 1988, with wholesale and retail trade increasing by 3,700 jobs.

The most widely used business inducements, according to New Mexico's Economic Development & Tourism Department, include: industrial revenue bonds, industrial development credit corporations, community-owned industrial park sites, job training programs, tax exemptions on raw materials, freeport laws, inventory tax exemptions, tax incentives for new plant and equipment purchases, and venture capital funding.

Utah

"1988 was a recovery year for the Utah economy, following the decline in natural resource-related industries from 1985 to 1987," says state economist Randy Rogers. An "Economic Report to the Governor" earlier this year notes that a major economic turnaround took place in the state in 1988.

Net new job growth in 1988 was about 18,300, a number greater than 1986 and 1987 combined, and a 2.9% increase over the previous year. Annual unemployment was 5.1%, the lowest rate for the 1980s; however, outmigration contributed to this figure. Total wage growth was about 5.8%. Federal spending on defense and space programs continues to account for a substantial portion of Utah's economy, in 1987 it accounted for about 30% of Utah's personal income. While technology will play an important role, service-producing jobs are expected to show the greatest expansion.

Among the major facility openings in 1988 were: Sears' catalogue order center with 900 employees, Penney's catalogue order facility with 800 employees, SPS Technologies (aerospace) with 300 employees, and U.S. Petroleum with 500 employees. On the down side, there were layoffs at such companies as Beehive Intl. and Hewlett-Packard.

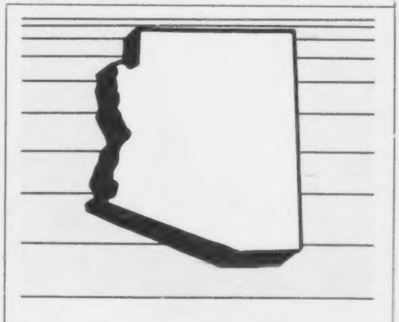
Meanwhile, a new legislative standing committee for economic development was created, and there were some reductions in personal income tax.

Wyoming

With an economy based on energy, farming and mining, Wyoming has suffered. However, there are signs of recovery. "Wyoming farmers are enjoying high livestock prices. . . .and tourism is flourishing in the northwestern part of the state, home of Yellowstone National Park and major ski slopes," according to Grant Thornton's July 1988 *Manufacturing Climates Study.*

"The most significant sign of an improving economy is the significant increase in bank profits, assets and lending in 1988," adds Joe Evans, business development officer at the state's Economic Development and Stabilization Board. Unemployment also showed a slight drop, from 7.6% in 1987 to 7.1% in 1988. Evans also notes that in a recent survey, 70% of the state's businesss reported that they had the same number or more employees than two years ago, and that their businesses were doing better.

Recent legislation includes a restructuring of the state's corporation laws, which includes an anti-takeover section, and additional funding for the Science, Technology and Energy Authority. "The EDSB has also undertaken a major marketing campaign to tout the state's excellent business climate, which includes no corporate, personal income or inventory taxes, low utility rates, and one of the best-funded educational systems in the country," says Evans. And, recommendations for streamlining the state's permitting process for major industry are now under review. ☐



ARIZONA

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings (municipalities & counties)
- Industry training services
- SBA-503 program
- SBA-504 program
- UDAG program
- Revolving loan programs
- Industrial development bonds

For further information, contact:

John Lopach, Dir.
Community Finance
Arizona Dept. of Commerce
1700 West Washington, 5th Floor
Phoenix, AZ 85007
602/542-5705

State tax rates:

Corporate income tax	$350.00 plus 10% of amt. over $6,000
Personal income tax	8% of $6,738 or more
Personal property tax assessment ratio	10%
Sales tax (no sales tax on machinery and equip. used directly in mfg.)	5%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.16/gal.
Worldwide unitary tax	none
Commercial and industrial tax assessment ratio	25%
Use tax	5%

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	19
Vocational & business schools	250

For additional labor market information, contact Research Admin., AZ Dept. of Econ. Security, Site Code 733A, P.O. Box 6123, Phoenix, AZ 85005

For additional industry training programs information, contact Alice W. Snell, Dir. of Industry Training Services, AZ Dept. of Education, 1535 West Jefferson, Phoenix, AZ 85007

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
ARIZONA	2,717.9	3,441.1
Flagstaff	34.6	NA
Glendale	97.0	134.6
Mesa	152.5	268.8
Phoenix	764.9	945.1
Scottsdale	88.4	118.5
Sierra Vista	26.0	NA
Tempe	106.7	143.1
Tucson	330.5	396.1
Yuma	42.4	48.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Phoenix	1,508.0	1,986.1
Tucson	531.3	640.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA	189.7	41.0	10.01
Phoenix	138.6	NA	NA
Tucson	30.1	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARIZONA	1,671.5	109.5	6.6

ARIZONA

Phoenix		
1,035.1	55.6	5.4
Tucson		
317.5	16.8	5.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Phoenix 6/88
Office, professional, & technical	
Payroll clerks	$ 8.23
Accounting clerks	7.88
File clerks	5.35
Typists	6.57
Key entry operators	6.62
Secretaries	9.73
Stenographers	NA
Switchbd opr-recept's	6.49
Word processors	8.21
Drafters	11.21
Electronics technicians	13.41
Computer operators	10.04
Computer programmers	14.65
Computer systems analysts	18.45
Maintenance & powerplant	
Carpenters	NA
Electricians	15.25
Engineers, stationary	NA
Machinists	15.44
Mechanics (machinery)	13.30
Tool & die makers	NA
Custodial & material movement	
Guards	5.43
Janitors, porters & cleaners	4.48
Laborers, mat'l hdlg	8.10
Shippers & receivers	8.33
Truckdrivers	11.04
Forklift operators	8.29

Industrial Mix (1987)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
102.4	36.3	11.65
MANUFACTURING		
187.2	40.6	9.94
DURABLE GOODS		
145.8	NA	NA
Lumber & wood prods.-SIC 24		
8.5	NA	NA
Stone, clay, & glass prods.-SIC 32		
8.0	NA	NA
Primary metal industries-SIC 33		
7.2	37.6	12.42
Fabricated metal products-SIC 34		
8.7	NA	NA
Machinery-SIC 35		
NA	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Flagstaff 1, 7, 11
Glendale 1 (Phoenix)
Mesa 2 (Phoenix)
Phoenix 1, 2, 4-12, 14-24, 26
Scottsdale (Phoenix)
Sierra Vista (14 through Douglas)
Tempe 2, 13
Tucson 2, 3, 5-10, 18, 23-26
Yuma 2, 7, 11

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Southern Pacific Trans. Co.

Airlines

3. Aeromexico
4. Air Sedona
5. Alaska Airlines
6. American
7. America West
8. Braniff
9. Continental
10. Delta
11. Delta Connection—Sky West Airlines
12. Eastern
13. Exec Express II, Inc.
14. Golden Pacific
15. Havasu Airlines
16. Mesa Airlines
17. Midway Airlines, Inc.
18. Northwest
19. Piedmont
20. Resort Commuter
21. Southwest Airlines
22. Stateswest Airlines
23. TWA
24. United
25. United Express-West Air Commuter Airlines
26. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Flagstaff — 1e, 4g
Glendale — 1e, 3e, 5g
Mesa — 2eg, 3e, 5g
Phoenix — 1e, 3e, 5g
Scottsdale — 1e, 3e, 5g
Sierra Vista — 5g
Tempe — 1e, 3e, 5g
Tucson — 6e, 5g
Yuma — 1e, 5g

1. Arizona Public Service Co.
   411 N. Central Ave., Phoenix 85004
2. Mesa City Utilities (Electric)
   730 N. Mesa Dr., Box 1466,
   Mesa 85211; (Gas) 55 N. Center,
   Mesa 85201-0904
3. Salt River Project Agricultural
   Improvement & Power Dist.
   Box 52025, Phoenix 85072-2025
4. Southern Union Co. & Consolidated
   Subsidiaries
   1800 Renaissance Tower, Dallas, TX
   75270
5. Southwest Gas Corp.
   5241 Spring Mt. Road, Las Vegas,
   NV 89102
6. Tucson Electric Power Co.
   220 W. 6th St., Box 711, Tucson
   85702

Rural utilities contacts:

Arizona Elec. Power Co-op, Inc.
J. B. Flanders, Gen. Mgr.
P.O. Box 670, Benson 85602
602/586-3631

Grand Canyon State Elec. Co-op, Inc.
Charles D. Wahl, Exec. Sec.
2910 N. Seventh Ave.
Phoenix 85013
602/264-4198

Plains Elec. G&T Co-op, Inc.
Daniel Bailet, Econ. Dev. Dir.
P.O. Box 6511, Albuquerque 87197
505/884-1881

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	212	1,482
Copper — metric tons (recov. cont. of ores, etc.)	777,301	1,370,924
Gem stones	NA	2,836
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	262	1,832
Lime	539	22,431
Molybdenum — thou. lbs. (cont. of concentrate)	15,939	51,802
Pumice	4	26
Sand & gravel (construction)	38,200	140,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	3,217	23,161
Stone (crushed)	5,200	22,400
Combined value of cement, perlite, pyrites (1985), sand and gravel (industrial), stone (dimension), and values indicated by symbol W		124,239
Total 1987 (preliminary)		1,761,633

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Flagstaff	28	66	7254	127
Mesa	51	90	1598	3297
Phoenix	52	92	1442	3746
Tempe	51	90	1654	3160
Tucson	51	86	1734	2840
Yuma	56	94	983	4244

DEVELOPMENT COUNSELORS:

State Development Agency

Maxwell, William
Bus. Dev. Mgr.
Arizona Dept. of Commerce
1700 W. Washington, 4th Fl.
Phoenix, 85007
602/542-5374

Areas & Others

Cottonwood
Sesow, Peter
Verde Valley Cham. of Comm.
1010 S. Main, 86326
602/634-7593

Glendale
Jonland, Stephen, Exec. V.P.
Glendale Cham. of Comm.
7105 North 59th St.
P.O. Box 249, 85311
602/937-4754

Mesa

Domzalski, Joseph M., Pres.
MEGACORP
100 N. Center St., 85201
602/834-2398

Fairman, Jeffrey, Dir.
Mesa Cham. of Comm.
120 N. Center, 85201
602/969-1307

Alber, Mary Ann
Superstition Springs Dev. Co.
1517 S. Power Rd., 85206
602/890-5682

Phoenix

Callan, Thomas J., V.P. Econ. Dev.
Valley National Bank
P.O. Box 71 — A758, 85001
602/261-2246

Nelson, James B., Area Dev. Rep.
Salt River Project
P.O. Box 52025, 85072-2025
602/236-5088

Wiggs, Paul, Mgr., Econ. Dev.
Econ. Dev. Dept.
Arizona Public Service
P.O. Box 53999, 85072-3999
602/250-3116

Scalise, Judie, V.P.
Arizona Bank
P.O. Box 2511, 85002
602/262-2437

Tempe

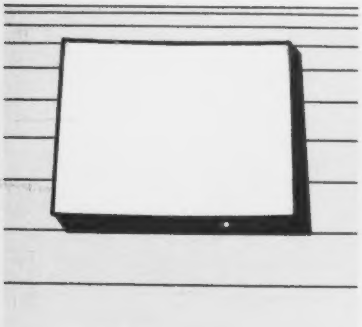
Owens, Reginald, Pres.
Triad International Group, Ltd.
1631 E. Guadulupe, 85283
602/756-6000

Tucson

Stephenson, William V., C.I.D., Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705-8268
602/623-3673

Yuma

Fuller, Leonard, Exec. Dir.
Yuma Econ. Dev. Corp.
P.O. Box 1750, 85364
602/783-0193



COLORADO

STATE INFORMATION:

Financial assistance to industry:
- Direct state bonds for building & equipment (limited purposes)
- Bonds for buildings, municipal or county
- Bonds for pollution control, municipal or county
- Aid for job training

Tax rates:

Corporate income tax	5.00% on first $50,000; 5.50% from $50,000 & above
Personal income tax	5% flat tax
Sales tax	3%-7%
Franchise & incorp. filing fee (initial)	$11-40/yr.
Inventory tax	none
Gasoline tax	$.18/gal.

Advanced education facilities (public only):

Four-year colleges & universities	19
Two-year or junior colleges	18
Vocational & business schools	7

Medical facilities:

General hospitals	95
Community clinics & emergency centers	25

Labor analysis:

Civilian labor force	1,689,413 (1987 avg.)
High school graduates (public schools only)	34,200

For additional information, contact Labor Market Information, 1330 Fox St., Denver, CO 80204, 303/620-4554

Environment controls:

Air pollution: Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver, CO 80220, 303/320-8333

Water pollution: Water Quality Control Div (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
COLORADO	2,888.8	3,346.3
Arvada	84.6	94.6
Aurora	158.6	221.5
Boulder	76.7	79.2
Colorado Springs	215.2	280.6
Denver	491.4	510.8
Englewood	30.0	NA
Fort Collins	64.6	78.6
Grand Junction	28.1	NA
Greeley	53.0	58.2
Lakewood	112.8	124.6
Littleton	28.6	NA
Longmont	42.9	51.7
Loveland	30.2	37.8
North Glenn	29.8	NA
Pueblo	101.7	102.3
Thornton	40.3	50.0
Westminster	50.2	65.1
Wheat Ridge	30.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
*Boulder - Longmont	190.0	219.5
Colorado Springs	317.5	388.3
*Denver	1,429.0	1,675.8
Fort Collins-Loveland	149.2	185.2
Greeley	123.4	138.8
Pueblo	126.0	128.2

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
COLORADO	188.9	39.9	10.49
Denver	96.2	39.9	11.05

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
COLORADO	1,709.6	90.7	5.3
Boulder-Longmont	133.3	5.6	4.2
Denver	893.4	45.5	5.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Denver Boulder 12/85
Office, professional, & technical	
Payroll clerks	$ 8.14
Accounting clerks	7.53
File clerks	5.95
Typists	7.09
Key entry operators	7.44
Secretaries	9.65
Stenographers	9.25
Switchbd opr-recept's	6.84
Drafters	10.08
Electronics technicians	12.48
Computer operators	10.25
Computer programmers	14.06
Computer systems analysts	15.61
Maintenance & powerplant	
Carpenters	12.41
Electricians	14.01
Engineers, stationary	13.88
Machinists	13.50
Mechanics (machinery)	12.60
Tool & die makers	13.93
Custodial & material movement	
Guards	5.29
Janitors, porters & cleaners	5.08
Laborers, mat'l handling	9.44
Shippers & receivers	8.63
Truckdrivers	10.27
Forklift operators	11.45

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	68.5	37.1	12.42
MANUFACTURING	184.2	40.1	10.11
DURABLE GOODS	117.4	41.4	10.21
Lumber & furniture-SIC 24	NA	NA	NA
Stone, clay, & glass prods.-SIC 32	8.0	NA	NA
Primary & fabricated metals-SIC 33	NA	NA	NA
Machinery, except electrical-SIC 35	25.5	NA	NA
Electrical & electronic equip.-SIC 36	22.9	NA	NA
Transportation equipment-SIC 37	17.7	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Arvada 2, 4 (Denver)
Aurora (Denver)
Boulder 2, 6 (Denver)
Colorado Springs 1, 2, 4, 7, 8, 10-12, 16, 21-23
Denver 1-12, 14-24
Englewood 1, 4 (Denver)
Fort Collins 2, 6 (Cheyenne, WY)
Grand Junction 4, 8, 10, 11, 13, 23
Greeley 2, 6 (Denver)
Lakewood (Denver)
Littleton 1, 4 (Denver)
Loveland 2 (Denver)
Northglenn 6 (Denver)
Pueblo 1, 2, 4, 6, 8, 11, 21
Thornton (Denver)
Westminster 2 (Denver)
Wheat Ridge (Denver)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago and North Western Transportation
4. Denver & Rio Grande Western R.R.
5. Illinois Central
6. Union Pacific Railroad

Airlines

7. American
8. America West
9. Braniff
10. Continental
11. Continental Express—Rocky Mountain Airways
12. Delta
13. Delta Connection—Sky West Airlines
14. Eastern
15. GP Express
16. Mesa Airlines
17. Mexicana
18. Midway Airlines, Inc.
19. Northwest
20. Piedmont
21. TWA
22. United
23. United Express—Aspen Airways
24. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Arvada — 5eg
Aurora — 5eg
Boulder — 5eg
Colorado Springs — 2eg
Denver — 5eg
Englewood — 5eg
Fort Collins — 3e, 5g
Grand Junction — 5eg
Lakewood — 5eg
Littleton — 5eg
Loveland — 4e, 5g
Northglenn — 5eg
Pueblo — 1e, 5g
Thornton — 5eg
Westminster — 5eg
Wheat Ridge — 5eg

1. Centel Electric-Colorado
   115 W. 2nd St., Box 75, Pueblo 81002.
2. Colo. Springs Dept. of Pub. Utilities
   (Electric) Box 1103, Colorado Springs 80947; (Gas) 101 S. Conejos St., Colorado Springs 80903
3. Ft. Collins Lt. & Power Dept.
   700 Wood St., Box 580, Fort Collins 80522
4. Loveland Light & Power
   200 N. Wilson, Loveland 80537
5. Public Service Co. of Colorado
   550 15th St., Denver 80202

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

Colorado Rural Elec. Assn.
Ray Clifton, Gen. Mgr.
1313 W. 46th Ave., Denver 80211
303/455-2700

Colorado-Ute Elec. Assn., Inc.
Jerry Kempf, VP
P.O. Box 1149, Montrose 81402
303/249-4501

Tri-State G&T Assn., Inc.
Bob Gustad, Mem. Mktg. Coord.
P.O. Box 33695, Denver 80233
303/452-6111

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	247	1,512
Gem stones	NA	100
Gold — troy ozs. (recov. cont. of ores, etc.)	179,916	79,883
Gypsum	W	W
Sand & gravel (construction)	23,000	78,200
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone:		
Crushed	8,200	30,750
Dimension	3	209
Combined value of cement, copper, iron ore (usable, 1985), lead, lime, molybdenum, peat, perlite, pyrites (1985), sand and gravel (industrial), tin (1985), tungsten ore and concentrate (1985-86), vanadium, zinc, and values indicated by symbol W		195,805
Total 1987 (preliminary)		386,459

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Boulder	33	74	5460	790
Colorado Springs	29	71	6346	501
Denver	30	73	6014	680
Fort Collins	27	71	6483	471
Greeley	25	74	6442	647
Lakewood	31	73	5883	639
Pueblo	30	77	5465	1042

DEVELOPMENT COUNSELORS:

State Development Agency

Greuling, John, Bus. Dev. Mgr.
Office of Business Dev.
State of Colorado
1625 Broadway, Ste. 1710
Denver, 80202
303/892-3840

Areas & Others

Aurora
Gade, James P., R.E. Oper. Dir.
Upland Industries Corp.
14001 East Iliff Ave.
Ste. 312, The Forum, 80014
303/369-0800

Broomfield
Miner, Nelson P., Exec. Dir.
Broomfield Econ. Dev. Corp.
P.O. Box 421, 80020
303/469-7645

Canon City
Dyer, Skip, Exec. Dir.
Fremont Cty. Econ. Dev. Council
P.O. Bin 749, 81212
303/275-2331

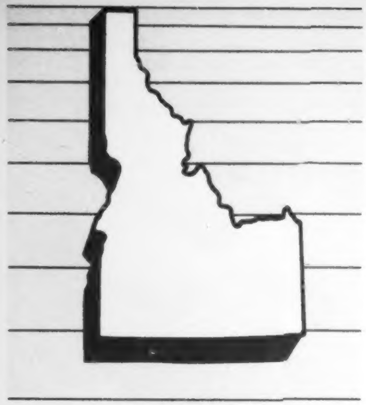
Colorado Springs
Devine, Jim
Colo. Springs Econ. Dev. Council
Box B, Dept. 4, 80901
303/471-8183

Denver
Clark, Thomas K., V.P.
Denver Chamber of Comm.
1301 Welton St., 80204
303/534-3211
Keever, Jack A., Pres.
Adams Cty. Econ. Dev.
11990 Grant St., Ste. 101, 80223
303/405-5106
Allen, Neil H., Mgr.
Public Service Co. of Colorado
P.O. Box 840, 80201
303/571-8585

Ft. Collins
Dill, Shelby, Pres.
Ft. Collins Inc.
P.O. Box 1849, 80552
303/221-0861

Grand Junction
Leech, Richard G., Pres.
Mesa Cty. Econ. Dev. Council
2828 H Rd., Walker Airport Term.
81506
303/245-4332

Pueblo
Grimes, David, Exec. Dir.
So. Colorado Econ. Dev. Distr.
720 North Main St.
P.O. Box 1900, 81003
303/545-8680



IDAHO

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control (local)
- Customized job training
- Private Industry Council O.J.T.
- Industrial revenue bonds
- Investment tax credit of 3%
- Job expansion credit—$500 per job
- Three new business incubators

Tax rates:

Corporate income tax	8%
Federal Internal Revenue Service Code followed with minor exceptions. $20 minimum payment.	
Personal income tax	2%-8.2%
Sales tax (many exemptions)	5%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	$.18/gal.

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	4
Vocational & business schools	7

Medical facilities:

Hospitals	53
Clinics	NA

Labor analysis:

Civilian labor force	434,400 (9/88)
High school graduates	13,347 (1988)
Mfg. workers in union	9.28%

Source: Grant Thorton *General Manufacturing Climates 1988*

For additional labor market information, contact Dept. of Employ., 317 Main St., Boise, ID 83735, 208/334-6100

Environment controls:

Air & water pollution: Dept. of Health & Welfare Div. of Environ., 450 W. State St., Boise, ID 83720, 208/334-4059

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
IDAHO	943.9	1,033.9
Boise	102.5	114.0
Idaho Falls	39.6	NA
Lewiston	28.0	NA
Nampa	25.1	NA
Pocatello	46.3	44.4
Twin Falls	26.2	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Boise City	173.0	204.0

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO		
59.1	36.7	10.09
Boise City		
13.0	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
IDAHO		
487.9	20.6	4.2
Boise City		
106.1	3.0	2.9

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Boise City 9/88
Office, professional, & technical	
Payroll clerks	NA
Accounting clerks	7.25
File clerks	NA
Typists	NA
Key entry operators	7.16
Secretaries	9.04
Stenographers	NA
Switchbd opr-recept's	5.93
Word processors	8.29
Drafters	12.75
Electronics technicians	NA
Computer operators	8.80
Computer programmers	11.65
Computer systems analysts	16.39
Maintenance & powerplant	
Carpenters	NA
Electricians	NA
Engineers, stationary	NA
Machinists	NA
Mechanics (machinery)	NA
Tool & die makers	NA
Custodial & material movement	
Guards	6.92
Janitors, porters & cleaners	4.65
Laborers, mat'l hdlg	NA
Shippers & receivers	NA
Truckdrivers	10.14
Forklift operators	NA

There's a place in America where a 15-minute commute still takes only 15 minutes.

Somewhere, sometime, someone will read this ad while stuck in traffic on a five-lane freeway in or near a major metropolitan area. They may even have time to peruse it — and the rest of this magazine — four or five times.

If that's you, and you're thinking of locating a new plant somewhere, bring it to Idaho Power's service area. Traffic doesn't snarl here much. It purrs. So you'd probably be where you want to go by now.

If you're headed home, you'd have the time and temperament to play with the kids. If you're going to a business meeting, you'd make it on time, which could mean you'd also make the sale. And let's not even think about if you're trying to catch a plane.

So as you're sitting there, tapping your steering wheel, circle our number on this magazine's reader response card. Or when you eventually get back to the office, call Rich Hahn at (208) 383-2513. He'll send you more information about our service area.

And don't worry if he's not in. He will be soon.

Idaho Power

Circle 68 on Brochure Service Card

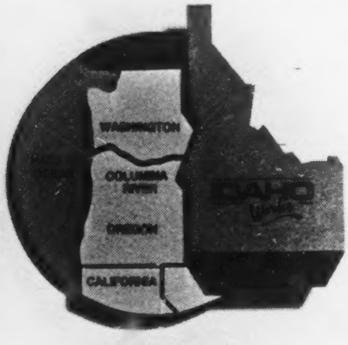
Did you know...

Idaho's business tax structure ranks #1 in the West!

And #2 in the country!

Idaho's business tax structure, when measured by revenue balance, tax equity, state fiscal equalization, property tax administration and business climate, ranks first among all states west of the Mississippi.*

And, with our overall low cost of doing business, a well-educated labor force, energy rates among the lowest in the nation, a low crime rate, plus a quality of life that is unmatched anywhere, it's easy to see why Idaho Works!



Contact Gordon Thompson, Economic Development Administrator, Idaho Department of Commerce, 700 West State Street, Boise, Idaho 83720 1-800-842-5858.

*Survey results published in 1988 by Public Sector Consultants, Inc.

Circle 10 on Brochure Service Card

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	13.6	36.8	13.19
MANUFACTURING	54.1	38.2	9.70
DURABLE GOODS	26.8	NA	NA
Lumber & wood prods.-SIC 24	13.3	38.3	9.93
Stone, clay, & glass-SIC 32	0.8	NA	NA
Fabricated metal products-SIC 34	2.0	NA	NA
Machinery, except electrical-SIC 35	5.2	NA	NA
Electrical & electronic equip.-SIC 36	3.2	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boise 2, 3, 5-10
Idaho Falls 2, 4, 6, 7, 9
Lewiston 1, 8, 9, 11
Nampa 2 (Boise)
Pocatello 2, 7, 9
Twin Falls 2, 7, 9

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Alaska Airlines
4. American
5. America West
6. Delta
7. Delta Connection-Sky West Airlines
8. Empire Airways
9. Horizon Air/Alaska Airlines Commuter
10. United
11. United Express-NPA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boise — 2e, 3g
Idaho Falls — 1e, 3g
Lewiston — 4eg
Nampa — 2e, 3g
Pocatello — 2e, 3g
Twin Falls — 2e, 3g

1. Idaho Falls Elec. Light Div.
   Box 50220, Idaho Falls 83405
2. Idaho Power Co.
   1220 W. Idaho St., Box 70, Boise 83707
3. Intermountain Gas Co.
   P.O. Box 7608, Boise 83707
4. Washington Water Power Co.
   1411 E. Mission Ave., Box 3727
   Spokane, WA 99220

Rural utilities contact:

Pacific Northwest Generating Co.
Dave Harper, Exec. Asst.
500 N.E. Multnomah, Ste. 1480
Portland, OR 97232-2044
503/235-3500

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2	W
Copper — metric tons (recov. cont. of ores, etc.)	W	W
Gem stones	NA	252
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	W	W
Phosphate rock — thou. metric tons	3,620	62,735
Sand & gravel (construction)	7,700	29,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	2,000	7,800
Combined value of cement, clays (bentonite, common, 1986-87, fire, 1985-86, kaolin), garnet (abrasives), molybdenum, perlite, pumice, sand and gravel (industrial), stone (dimension), vanadium, and values indicated by the symbol W		157,546
Total 1987 (preliminary)................		257,833

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Boise	30	75	5802	742
Idaho Falls	19	69	7995	288
Lewiston	32	74	5436	734
Pocatello	24	71	7123	445

DEVELOPMENT COUNSELORS:

State Development Agency

Ford, Robert, Eco. Dev. Specialist
Idaho Dept. of Commerce
700 W. State Street
Boise, ID 83720
208/334-2470
800/842-5858

Areas & Others

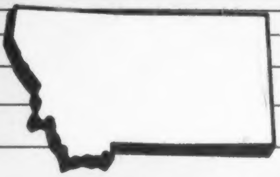
Boise

Fernley, Robert W., R.E. Oper., Mgr.
1701 Eastover Terrace
Union Pacific Station
P.O. Box 6766, 83707
208/343-8787

Boyce, Shirl C., Mgr.
Boise Area Cham. of Comm.
P.O. Box 2368, 83701
208/344-5515

Weiser

Kopischke, Keith R.
Ida-Ore Plng. & Dev Assoc.
P.O. Box 311, 83627
208/322-7033



MONTANA

STATE INFORMATION:

Financial assistance to industry:

- Reduced property assessment (up to 50% of taxable value) for first ten years of operation
- Reduced property tax rate for first three years of operation
- Corporate license tax credit for first three years of operation, equal to 1% of new wages paid
- Reduced taxes for pollution control equipment
- No inventory tax
- No property tax on "freeport merchandise," in-transit merchandise stored temporarily in Montana
- Umbrella industrial revenue bonds with long-term, fixed rate, tax exempt financing to businesses for projects under $950,000 (funds to be applied toward land, buildings, or equipment)
- State stand-alone industrial revenue bonds for tax-exempt debt financing of projects over $800,000
- In-state investment of 25% of Montana's coal tax trust fund in small- & medium-sized businesses (approximately $15 million annually)
- In-state debt & equity investment of pension & other trust fund monies
- State-certified Montana Capital Companies to provide venture or equity capital to small Montana businesses
- Renewable energy & water development grant & loan programs
- Business assistance information: training opportunities, federal contract leads, licensing and sources of grant & loan funds. Programs for assistance in financial packaging, marketing, business location, & international trade and introductions to certified communities.
- State-certified community dev. orgs. throughout state

Tax rates:

Corporate income tax	6¾% of net income
Personal income tax	2%-11% of taxable income
Sales tax	none
Incorporation tax	$50
Franchise tax	none
Inventory tax	none
Gasoline tax	$.20/gal.

Advanced education facilities:

Four-year colleges & universities	9
Two-year or junior colleges	8
Vocational & business schools	14

Medical facilities:

Hospitals	61
Clinics	NA

Labor analysis:

Civilian labor force	391,948 (10/88)
High-school grads	10,073

For additional information, contact Business Assistance Div., Montana Dept. of Commerce, 1424 Ninth Ave., Capitol Sta., Helena, MT 59620, 406/444-3923.

Environment controls:

Air & water pollution: Larry L. Lloyd, Admin., Environ. Sciences Div., Montana Dept. of Health & Environ. Sciences, Cogswell Bldg., Capitol Station, Helena, MT 59620, 406/444-3948

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
MONTANA	786.7	832.1
Billings	66.8	77.1
Butte-Silver Bow	37.2	NA
Great Falls	56.7	57.2
Missoula	33.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Billings	108.0	120.6
Great Falls	80.7	79.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA	21.3	37.8	10.76

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MONTANA	390.5	18.5	4.7

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Billings 7/86
Office, professional, & technical	
Payroll clerks	$ 7.44
Accounting clerks	6.78
File clerks	4.86
Key entry operators	6.69
Secretaries	8.38
Stenographers	NA
Switchbd opr-recept's	5.78
Word processors	6.96
Drafters	10.13
Electronics technicians	14.60
Computer operators	7.50
Computer programmers	NA
Maintenance & powerplant	
Electricians	14.01
Engineers, stationary	13.40
Mechanics (machinery)	12.54
Custodial & material movement	
Janitors, porters & cleaners	6.60
Shippers & receivers	NA
Truckdrivers	12.25

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	8.8	NA	NA
MANUFACTURING	20.8	38.6	10.61
DURABLE GOODS	12.7	39.0	10.49

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Billings 1, 3-10
Butte-Silver Bow 1, 2, 4, 5, 8
Great Falls 1, 4-10
Missoula 1, 3-8, 11

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Continental
4. Delta
5. Delta Connection-Sky West Airlines
6. Horizon Air/Alaska Airlines Commuter
7. Northwest
8. Northwest Airlink-Big Sky Airlines
9. United
10. United Express-Aspen Airways
11. United Express-NPA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Billings — 3e, 2g
Butte-Silver Bow — 3eg
Great Falls — 3e, 1g
Missoula — 3eg

1. Great Falls Gas Co.
   1 First Ave. So., Great Falls 59401
2. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, ND 58501
3. Montana Power Co.
   40 E. Broadway, Butte 59701

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/223-0441

Central Montana Elec. Power Co-op, Inc.
James H. Follensbee, Mgr.
P.O. Box 50085, Billings 59105
406/248-7936

Montana Associated Utilities, Inc.
Jay T. Downen, EVP
P.O. Box 1306, Great Falls 59403
406/761-8333

Upper Missouri G&T Elec. Co-op, Inc.
William Heit, Mgr.
P.O. Box 1069, Sidney 59270
406/482-4100

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	28	110
Copper —metric tons (recov. cont. of ores, etc.)	W	W
Gem stones	NA	480
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Sand & gravel (construction)	6,600	15,800
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	2,300	6,500
Combined value of barite (1985), cement, gypsum, iron ore (usable), lime, molybdenum (1986-87), peat, phosphate rock, platinum-group metals (1987), sand and gravel (industrial), stone (crushed traprock), stone (dimension), talc and pyrophyllite, vermiculite, zinc, and values indicated by symbol W		305,256
Total 1987 (preliminary)		328,146

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Billings	21	72	7212	553
Great Falls	19	69	7766	391
Missoula	21	67	7839	216

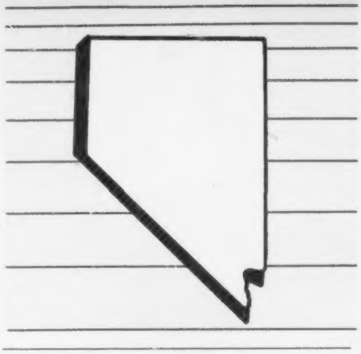
DEVELOPMENT COUNSELORS:

State Development Agency

Jones, Richard J.
Bus. Recruitment Officer
Business Assistance Div.
Montana Dept. of Comm.
1424 9th Ave.
Helena, 59620
406/444-3923

Areas & Others

Anaconda
Davison, James H., Exec. Dir./Mgr.
Acaconda Local Development
P.O. Box 842, 59711
406/563-5538



NEVADA

STATE INFORMATION:

Financial assistance to industry:
- Industrial development bonds (IDBs)
- Bonds for pollution control
- Sales and use tax deferral
- Free port law
- Right-to-work law
- Quick Start job training program

Tax rates:
- Corporate income tax .... none
- Personal income tax .... none
- Property tax .... varies locally
- Sales tax .... 5¾% (food for home use, prescribed drugs & medicines, & gasoline are exempt)
- Franchise tax .... none
- Inventory tax .... none
- Gasoline tax .... $.18/gal.

Education facilities:
- Four-year colleges & universities ....2 (public)
- Two-year or junior colleges ..4 (public)
- Vocational & trade schools ....95 (state licensed)

Additionally, there are several private universities that are licensed and offer comprehensive 4-yr. degree granting programs.

Medical facilities:
- Hospitals .... 33 (state licensed)
- Veteran's Hospital 1

Labor analysis:
- Civilian labor force........595,400 (12/88)
- High-school grads ....9,404 (spring '88)
- Mfg. workers in unions .... 7.5% (approx.)

For additional labor market information, contact Employ. Security Dept., Capital Complex, Carson City, NV 89710, 702/885-4550

Environment controls:

Air & water pollution: Nevada State Dept. of Conservation & Natural Resources, Nye Bldg., 201 S. Fall St., Carson City, NV 89710, 702/885-4670

POPULATION:

Cities over 25,000

	Census 1980	Estimate 988
	—Thousands—	
NEVADA	799.2	1,[illegible]
Carson City	32.0	[illegible].7
Las Vegas	164.7	[illegible]6.0
North Las Vegas	42.7	[illegible].0
Reno	100.8	117.2
Sparks	40.8	54.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Las Vegas	461.8	610.9
Reno	193.6	237.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA		
24.3	39.4	10.20
Las Vegas		
9.0	40.6	12.64
Reno		
7.9	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEVADA		
590.1	26.8	4.5
Las Vegas		
342.2	17.3	5.1
Reno		
143.3	5.2	3.6

*preliminary figures

Industrial Mix (1987)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
29.6	NA	NA
MANUFACTURING		
23.2	40.4	9.15
DURABLE GOODS		
14.1	40.8	9.41
Stone, clay, & glass prods.-SIC 32		
1.6	40.1	11.92
Primary metal industries-SIC 33		
1.1	40.9	14.49

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Carson City (Reno)
Las Vegas 2-5, 7-22, 24
North Las Vegas (Las Vegas)
Reno 1, 2, 5-7, 9-11, 16, 20, 22-24
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Union Pacific Railroad

Airlines

3. Air America
4. Air Nevada
5. American
6. American Eagle
7. America West
8. Braniff
9. Continental
10. Delta
11. Delta Connection-Sky West Airlines
12. Golden Pacific
13. Havasu Airlines
14. Hawaiian Airlines

15. Midway Airlines, Inc.
16. Northwest
17. Royale Airlines
18. Scenic Airlines
19. Southwest Airlines
20. Sunworld Int'l Airways
21. TWA
22. United
23. United Express-West Air Commuter Airlines
24. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Carson City — 2e, 3g
Las Vegas — 1e, 3g
North Las Vegas — 1e, 3g
Reno — 2e
Sparks — 2e

1. Nevada Power Co.
   6226 W. Sahara Ave., Box 230
   Las Vegas 89151
2. Sierra Pacific Power Co.
   6100 Neil Rd., Box 10100, Reno
   89520-0026
3. Southwest Gas Corp.
   5241 Spring Mtn. Rd., Las Vegas
   89102

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Las Vegas	45	90	2532	3029
Reno	32	70	6030	357

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	216	4,305
Clay (excl. fuller's earth and kaolin)	17	1,440
Gem stones	NA	278
Gold — troy ozs. (recov. cont. of ores, etc.)	2,683,587	1,191,512
Gypsum	1,244	8,275
Mercury — 76-lb. flasks	W	W
Perlite — short tons	4	123
Sand & gravel:		
Construction	10,600	30,100
Industrial	W	W
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	12,625	90,903
Stone (crushed)	1,600	5,400
Combined value of cement (portland), clays (fuller's earth and kaolin, 1985-86), copper (1985-86), diatomite, fluorspar, iron ore (usable), lime, lithium minerals, magnesite, molybdenum (1985), perlite, salt, and values indicated by symbol W		94,627
Total 1987 (preliminary)		1,426,963

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Grose, Andrew P., Dir.
Commission on Econ. Dev.
Capitol Complex
Carson City, 89710
702/885-4325
or 800/336-1600

Areas & Others

Las Vegas

King, Robert, E. Eco. Dev. Officer
Clark Cty. & Eco. Dev. Div.
225 Bridge Ave., 89155
702/455-3530

Dauge, Al, Pres.
Nevada Dev. Authority
3900 Paradise Rd., 89109
800/634-6858

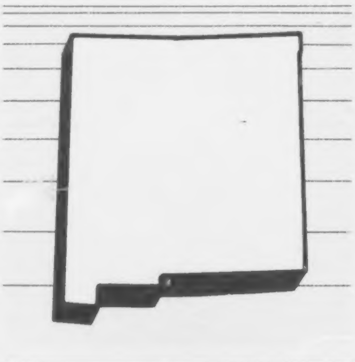
Dykes, Richard, Mktg.
Howard Hughes Properties
P.O. Box 14000, 89156
702/791-4369

O'Neil, Robert
Mar Cor Development
4495 S. Polares, 89103
702/739-9413

Reno

Lynn, Ken, Exec. Dir.
Econ. Dev. Auth. of Western Nev.
P.O. Box 11710, 89510
702/322-4004

Wolfe, Hans R., Area Dev. V.P.
First Interstate Bank of Nev.
P.O. Box 11007, 89520
702/784-3401



NEW MEXICO

STATE INFORMATION:

Financial assistance to industry:
- Below market rate loan program
- State guaranteed 90-10 program for SBA loans
- Industrial revenue bonds
- Development training program: pre-employment training, on-the-job training, recruitment assistance

Tax rates:

Corporate income tax........4.8% on income up to $500,000 (annual); $24,000 plus 6.4% of the excess over $500,000 on income of $.5-$1 million; $56,000 plus 7.6% of excess over $2 million on income exceeding $2 million.

Personal income tax.....graduated rate

Corporate franchise tax .... $50/yr.

Gross receipts & compensating tax .... 4.75% with a rate credit allowed for the first two rates of .25% imposed by municipalities

Inventory tax................business inventories are exempt

Gasoline tax .... $.11/gal.

Free port ....No taxation on raw materials and products stored while in interstate commerce.

Advanced education facilities:

Four-year colleges & universities	10
Two-year or junior colleges	17
Vocational & business schools	17

Medical facilities:

Hospitals	58
Clinics	NA

Labor analysis:

Civilian labor force	687,400
High-school grads.	17,800

For additional labor market information, contact Employ. Security Dept., P.O. Box 1928, 401 Broadway, N.E., Albuquerque, NM 87103, 505/842-3105

Environment controls:

Air pollution: Health & Environ. Dept., Environ. Improvement Div., Air Quality Bureau, P.O. Box 968, 809 St. Michaels Dr., Santa Fe, NM 87503, 505/984-0200 ext. 390

Water pollution: Health & Environ. Dept., Environ. Improvement Div., Water Pollution Control Bureau, (same address as above), 505/984-0200 ext. 318

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988 —Thousands—
NEW MEXICO	1,300.0	1,525.0
Albuquerque	331.8	373.0
Carlsbad	25.5	NA
Clovis	31.2	NA
Farmington	30.7	NA
Hobbs	28.8	NA
Las Cruces	45.1	56.8
Roswell	39.7	NA
Santa Fe	48.9	57.6

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988 —Thousands—
Albuquerque	454.5	485.5
Las Cruces	96.3	126.0
Santa Fe	92.9	109.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO		
41.6	39.8	8.70
Albuquerque		
20.5	38.9	9.64

*preliminary figures for production workers

NEW MEXICO

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW MEXICO	698.2	50.9	7.3
Albuquerque	269.7	15.7	5.8
Las Cruces	57.8	4.0	7.0
Santa Fe	67.9	3.1	4.6

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	31.6	38.2	10.77
MANUFACTURING	38.4	39.7	8.74
DURABLE GOODS	25.5	40.6	8.91
Lumber & wood prods.-SIC 24	2.6	NA	NA
Machinery, except electrical—SIC 35	2.4	NA	NA
Electrical & electronic equip.-SIC 36	4.9	NA	NA
Transportation equipment-SIC 37	4.7	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albuquerque 1, 3-13, 15
Carlsbad 1, 9
Clovis 1, 9
Farmington 9, 14
Hobbs 2, 9
Las Cruces 1, 9
Roswell 1, 9
Santa Fe 1, 9

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Union Pacific Railroad

Airlines

3. Air Ruidosa, Ltd.
4. American
5. America West
6. Braniff
7. Continental
8. Delta
9. Mesa Airlines
10. Ross Aviation
11. Southwest Airlines
12. TWA
13. United
14. United Express-Aspen Airways
15. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albuquerque — 5e, 6g
Carlsbad — 7e, 6g
Clovis — 7e, 6g
Farmington — 2e, 6g
Hobbs — 7e, 3g
Las Cruces — 1e, 4g
Roswell — 7e, 6g
Santa Fe — 5e, 6g

1. El Paso Electric Co.
   303 N. Oregon, Box 982, El Paso, TX 79960
2. Farmington Electric Utility
   800 Municipal Drive, Farmington 87401
3. Hobbs Gas Co.
   110 S. Fowler, Hobbs 88241
4. Las Cruces Gas System
   P.O. Drawer CLC, Las Cruces 88004
5. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
6. Southern Union Co. & Consolidated Subsidiaries
   1800 Rennaissance Tower, Dallas, TX 75270
7. Southwestern Public Service Co.
   6th at Tyler, Box 1261, Amarillo, TX 79170

Rural utilities contacts:

New Mexico Rural Elec. Co-op Assn.
Carl M.Turner, Exec. Mgr.
614 Don Gaspar, Santa Fe 87501
505/982-4671

Plains Elec. G&T Co-op, Inc.
Daniel Bailet, Econ. Dev. Dir.
P.O. Box 6551, Albuquerque 87197
505/884-1881

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	61	164
Gem stones	NA	200
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	W	W
Lead—metric tons (recov. cont. of ores, etc.)	W	W
Perlite	W	W
Potassium salts — thou. metric tons	1,180	141,000
Pumice	256	2,422
Sand & gravel (construction)	8,800	30,600
Stone:		
Crushed	3,500	13,900
Dimension	20	363
Combined value of cement, copper, helium (Grade A), iron ore (usable, 1986-87), mica (scrap), molybdenum (1985-86), salt, silver, and values indicated by symbol W		489,372
Total 1987 (preliminary)		678,021

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albuquerque	35	79	4414	1254
Clovis	37	77	4076	1194
Hobbs	43	80	2881	1838
Roswell	41	81	3126	1863

DEVELOPMENT COUNSELORS:

State Development Agency

Richardson, Alan, Dir.
New Mexico Econ. Dev. Div.
1100 St. Francis Dr., Moutoya Bldg.
Santa Fe, 87503
505/827-0270

Areas & Others

Albuquerque

Moye, William, Mgr., Econ. Dev.
Public Svc. Co. of N.M.
Alvarado Sq., MS 0174, 87158
505/848-2859

Covell, James A., C.I.D., Exec. V.P.
Albuquerque Econ. Dev., Inc.
P.O. Box 25100, 87125
505/848-2859

Roberson, Don
Bellamah Community Dev.
6121 Indian School Rd., NE
P.O. Box 3300, 87190
505/884-6606

Belen

Gaballdon, Vangie, Exec. Dir.
Belencia Cty. Econ. Dev. Corp.
104 N. First St., Box 4
Harvey House Civic Ctr., 87002
505/864-4499

Carlsbad

Bernhard, Chuck, Exec. Dir.
Carlsbad Dept. of Dev.
P.O. Box 1090, 88220
505/887-6562

Clovis

Trice, Cal
Clovis Econ. Dev.
P.O. Box Drawer C, 88101
505/763-3435

Farmington

Fischer, Mary, Exec. Dir.
Farmington Ind. Dev. Svc.
P.O. Box 267, 87499
505/327-7451

Hobbs

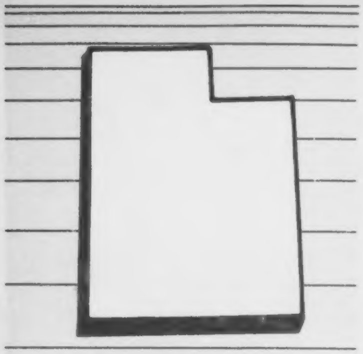
Lampe, Harold, Dir.
Ind. Dev. Corp. of Lea Cty.
P.O. Box 1376, 88204
505/397-2039

Rosewell

Johnson, J.J., Exec. Dir.
Econ. Dev. Dir.
Rosewell C. of C.
P.O. Box Drawer 70, 88201
505/624-6870

Santa Fe

Hooton, William J.
Santa Fe Econ. Dev., Inc.
P.O. Box 8184, 87504
505/984-2842



UTAH

STATE INFORMATION:

Financial assistance to industry:

- Revenue bonds for capital asset financing
- Revenue bonds for pollution control
- Revolving loan funds
- No inventory tax
- No sales tax on new plants or equipment
- Custom-fit job training
- Right-to-work state
- Centers of excellence — Public/Pvt. associations in research/ technology

Tax rates:

Corporate income tax	5% taxable
Personal income tax	2.6%-7.35%
Sales tax	$6.25%; state 5.09%; local option up to 1.15%
Incorporation tax	NA
Franchise tax	5% of net income or $100, whichever is greater
Inventory tax	none
Gasoline tax	$.19/gal.

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	3
Community colleges & vocational schools	10

Medical facilities:

Licensed hospitals	55
Licensed nursing care facilities	99
Residential care facility list	34
Home health agency list	42
End-stage renal disease facilities	10
Birthing centers	2
Abortion clinics	1
Health care facilities	2
Sm. health care facilities	5
Ambulatory surgical centers	7

Labor analysis:

Civilian labor force	780,300 (11/88)
High-school grads.	22,226 (1988)

For additional labor market information, contact Job Service, 174 Social Hall Ave. (P.O.Box 11249), Salt Lake City, UT 84147, 801/533-2400

Environment Controls:

Air pollution: F. Burnell Cordner, Dir., Bureau of Air Quality, P.O. Box 45500, Salt Lake City, 84145, 801/538-6108

Water pollution: Don A. Ostler, Dir., Bureau of Water Pollution Control, (same address as above), 801/538-6146

M. Kirk Green, Economic Development Division, State of Utah, 6150 State Office Building — Dept. 001, Salt Lake City, 84114, 1-800/453-UTAH

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
UTAH	1,461.0	1,712.4
Bountiful	32.9	NA
Logan	26.8	NA
Murray	25.8	NA
Ogden	64.4	69.9
Orem	52.4	62.2
Provo	73.9	79.2
Salt Lake City	163.0	165.1
Sandy City	51.0	67.2
West Jordan	26.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Provo-Orem	218.1	254.1
Salt Lake City-Ogden	936.3	1,056.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH	98.9	41.2	10.03
Salt Lake City-Ogden	64.1	41.1	9.94

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
UTAH	755.6	31.6	4.2
Provo-Orem	103.2	3.8	3.6
Salt Lake City-Ogden	495.1	20.4	4.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Salt Lake City-Ogden 11/85
Office, professional, & technical	
Payroll clerks	$ 7.63
Accounting clerks	6.80
File clerks	4.75
Typists	5.60
Key entry operators	6.76
Secretaries	8.43
Stenographers	NA
Switchbd opr-recept's	5.73
Word processors	7.06
Drafters	10.91
Electronic technicians	10.24
Computer operators	9.58
Computer programmers	12.19
Computer systems analysts	16.39
Maintenance & powerplant	
Carpenters	11.64
Electricians	12.73
Engineers, stationary	13.30
Machinists	12.20
Mechanics (machinery)	10.70
Tool & die makers	13.19
Custodial & material movement	
Guards	4.43
Janitors, porters, & cleaners	4.47
Laborers, material handling	11.11
Shippers & receivers	7.43
Truckdrivers	9.95
Forklift operators	9.46

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	26.7	NA	NA
MANUFACTURING	92.1	39.5	9.95
DURABLE GOODS	62.3	40.0	10.25
Primary metal industries-SIC 33	3.2	42.0	13.47
Fabricated metal prods.-SIC 34	NA	NA	NA
Electrical & electronic equip.-SIC 36	8.1	NA	NA
Transportation equipment-SIC 37	15.7	42.3	13.0

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (S) = Salt Lake City

Bountiful (S)
Logan 3 (S)
Murray 1, 3 (S)
Ogden 1-3 (S)
Orem (Provo)
Provo 1, 3, 4
Salt Lake City 1, 3-16
Sandy City 3 (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western R.R.
2. Southern Pacific Lines
3. Union Pacific Railroad

Airlines

4. Alpine Air
5. American
6. America West
7. Continental
8. Delta
9. Delta Connection-Sky West Airlines
10. Eastern
11. Horizon Air/Alaska Airlines Commuter
12. Mesa Airlines
13. Northwest
14. Pan American World Airways, Inc.
15. TWA
16. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bountiful — 1e, 3g
Logan — 2e, 3g
Murray — 4e, 3g
Ogden — 6e, 3g
Orem — 6e, 3g
Provo — 5e, 3g
Salt Lake City — 6e, 3g
Sandy — 6e, 3g
West Jordan — 6e, 3g

1. Bountiful City Lt. & Power
   198 S. 200 West, Bountiful 84010
2. Logan City Munic. Lt. & Pwr.
   61 W. 100 North, Box 527, Logan 84321
3. Mountain Fuel Supply Co.
   180 E. 1st South, Salt Lake City 84139
4. Murray City Power Dept.
   153 W. 4800 South, Murray City 84107
5. Provo City Power, Dept. of Utilities
   251 W. 800 North, Provo 84601
6. Utah Power & Light Co.
   1407 W. N. Temple St., Box 899, Salt Lake City 84140

Rural utilities contacts:

Deseret G & T Co-op
Kenneth Fisher, Mgr., Admin. Svcs.
8722 S. 300 W., Sandy 84070
801/566-1238

Intermountain Consumer Power Assn.
Carolyn S. McNeil, Mgr.
8722 S. 300 W., Sandy 84070
801/566-3933

Utah Rural Elect. Assn.
Ned F. Wilson, Mgr.
8722 S. 300 W., Sandy 84070
801/566-3933

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Beryllium concentrate	7,000	7
Cement:		
Masonry	1	55
Portland	1,100	63,400
Clays	326	2,088
Gem stones	NA	105
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	473	3,695
Lime	318	17,927
Salt	1,086	31,869
Sand & gravel		
Construction	18,000	48,600
Industrial	7	140
Stone (crushed)	4,900	19,500
Combined value of asphalt (native), copper, iron ore (usable, 1986), magnesium compounds, magnesium metal (1986-87), molybdenum (1985, 1987), phosphate rock, potassium salts, silver, sodium sulfate (natural), stone (dimension), vanadium (1986-87), and values indicated by symbol W		540,142
Total 1987 (preliminary)		727,528

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ogden	29	77	5866	955
Salt Lake City	29	78	5802	981

DEVELOPMENT COUNSELORS:

State Development Agency

Grant, David J., Dir.
Green, M. Kirk, Urban Dev. Dir.
Utah Econ. Dev. Div.
6150 State Office Bldg.
Salt Lake City, 84114
801/533-3054
or 800/453-8824

Areas & Others

Farmington
Mayfield, Rick, Econ. Dev. Dir.
Davis County
P.O. Box 618, 84025
801/451-3278

Ogden
Jeanselme, C. L., Pres.
Weber Cty. Ind. Dev. Corp.
2404 Washington Blvd., 84401-2316
801/627-1333

Provo
Bradford, Richard M., Exec. V.P.
UVIDA
381 W. 2230 No., Ste. 325, 84604
801/374-9900

Salt Lake City
Yeager, A. H., Coor., Econ. Dev.
Mountain Fuel Supply Co.
180 E. First S., 84139
801/534-5306

Black, Lori
Utah Bus. & Econ. Dev. Div.
6150 State Office Bldg. Dept. 1024
84114
801/533-5325

Wolkins, Don W, Dir. R.E. Oper.
Upland Industries Corp.
170 South Main St.,
Ste. 1650, 84101
801/363-5111

Jensen, LaVell J., Dir., Area Dev.
Utah Power & Light
P.O. Box 899, 84110
801/535-4174

WYOMING

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds
- Local dev. corporations & councils
- Bonds for pollution control
- No personal or corporate tax
- State small business financing
- Job training funds

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	3%(1% county option)
Franchise & incorp. tax	graduated
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	7
Vocational & business schools	46

Medical facilities:

Hospitals	30
Clinics	NA

Labor analysis:

Civilian labor force	233,000
High school graduates	80% WY labor force

For additional labor market information, contact Employ. Security Commission, ESC Bldg., P.O. Box 2760, Casper, WY 82602, 307/235-3200

Enironment controls:

Air & water pollution: Randolph Wood, Dir., Dept. of Environ. Quality, Herschler Bldg., Cheyenne, WY 82002, 307/777-7937

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
WYOMING	470.8	500.4
Casper	51.0	47.5
Cheyenne	47.3	53.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Casper	71.9	70.9
Cheyenne	68.6	73.7

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LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING	8.5	37.7	10.16

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WYOMING	232.6	11.4	4.9

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	10.1	NA	NA
MANUFACTURING	8.0	38.9	9.78
DURABLE GOODS	3.6	NA	NA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Casper — 3e, 2g
Cheyenne — 1eg

1. Cheyenne Lt., Fuel & Pwr. Co.
   108 W. 18th St., Cheyenne 82003
2. Northern Utilities Inc.
   P.O. Box 2800, Casper 82602
3. Pacific Power & Light Co.
   920 S.W. Sixth Ave., Portland, OR 97204

Rural utilities contacts:

Basin Elec. Power Co-op, Inc.
Bill Schott, Econ. Dev. Coord.
1717 E. Interstate Ave.
Bismarck, ND 58501
701/233-0441

Pacific Northwest Generating Co.
Dave Harper, Exec. Asst.
500 N.E. Multnomah, Ste. 1480
Portland, OR 97232-2044
503/235-3500

Tri-State G&T Assn., Inc.
Bob Gustad, Mem. Mktg. Coord.
P.O. Box 33695, Denver 80233
303/452-6111

Wyoming Rural Elec. Assn.
Craig Thomas, Gen. Mgr.
340 W. B St., Ste. 101
Casper 82601
307/234-6152

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Casper 1, 2, 4-7
Cheyenne 1, 3, 4, 7

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Union Pacific Railroad

Airlines

4. Continental Express-Rocky Mountain Airways
5. Delta
6. Delta Connection-Sky West Airlines
7. United Express-Aspen Airways

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,850	54,430
Gem stones	NA	150
Gypsum	W	W
Lime	W	W
Sand & gravel (construction)	2,700	9,300
Stone (crushed)	700	2,600
Combined value of beryllium concentrates (1986-87), cement (masonry, 1986, portland), helium (Grade A, 1986-87), sodium carbonate (natural), stone (crushed granite), and values indicated by symbol W		553,964
Total 1987 (preliminary)		620,444

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Casper	22	71	7642	457
Cheyenne	26	69	7310	309

DEVELOPMENT COUNSELORS:

State Development Agency

Schmitz, Steven, Exec. Dir.
Econ. Dev. & Stabilization Bd.
Herschler Bldg., 3rd Fl. E.
Cheyenne, 82002
307/777-7287

Areas & Others

Casper
Adrian, Carl F., Exec. Dir.
Casper Area Econ. Dev. All.
111 W. 2nd, 82601
307/577-7011

Cheyenne
Nelson, A. Bryant, Dir.
Ind. Dev. Assn. of Cheyenne
1720 Carey Ave., Ste. 500, 82001
307/638-6000
Rick, Brian, Asst. Dir.
Wyoming Econ. Dev. Board
Herschler Bldg., 82002
307/777-7284

Rock Springs
Russell, Margaret A., Mgr. RE Oper
Upland Industries Corp.
404 "N" Street, 82901
307/382-2034

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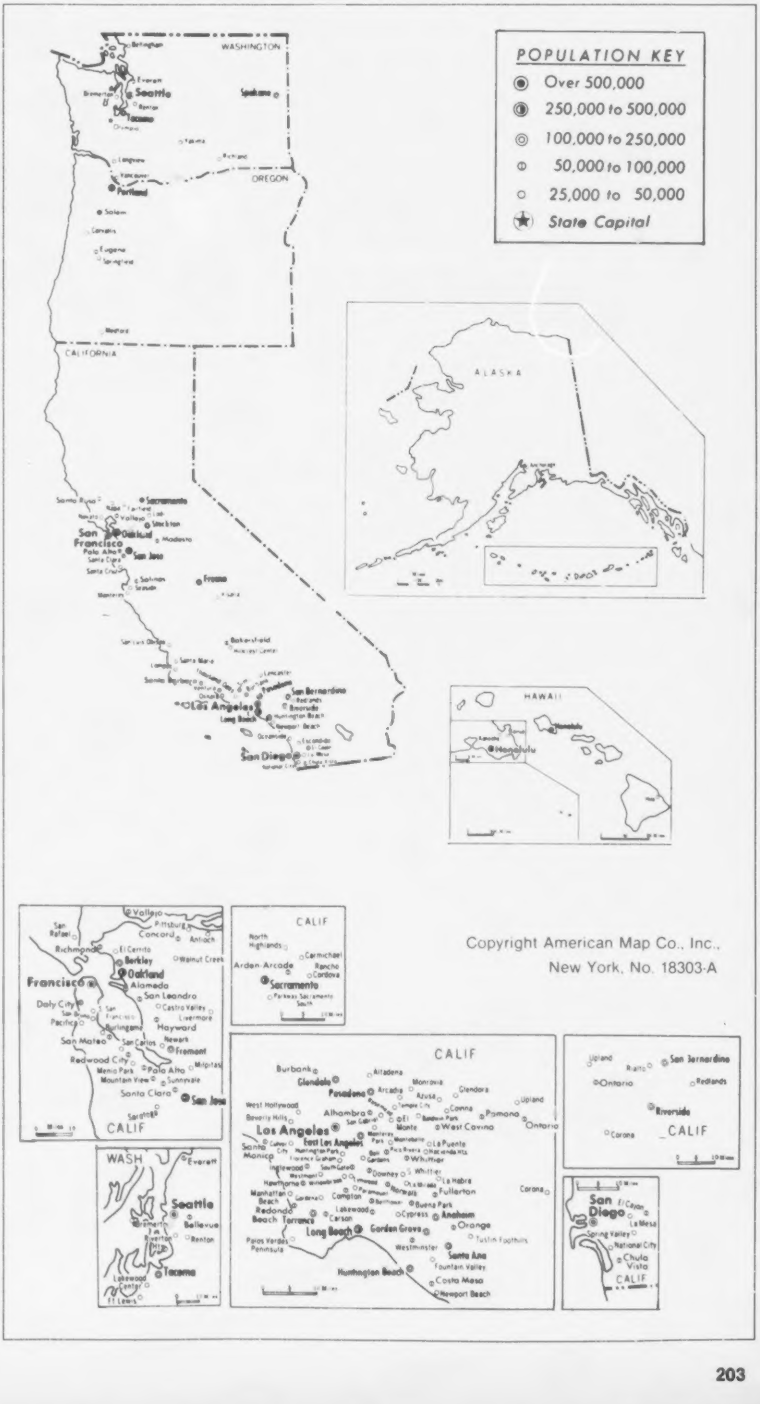
Regional Review

Following are summaries of some of the events affecting site location in each of the Pacific States in 1988. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.


POPULATION KEY
● Over 500,000
◉ 250,000 to 500,000
◎ 100,000 to 250,000
⦶ 50,000 to 100,000
○ 25,000 to 50,000
★ State Capital
WASHINGTON
OREGON
CALIFORNIA
ALASKA
HAWAII
Seattle
Spokane
Tacoma
Portland
Sacramento
San Francisco
Oakland
San Jose
Fresno
Los Angeles
San Bernardino
San Diego
Honolulu
CALIF
WASH

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Alaska

Since the slump in oil prices, Alaska has been seeking other sources of revenue. In a recent "Message From The Governor," Gov. Steve Cowper emphasized the state's "vast sources of critical minerals," "commercial timber potential," and fisheries "which account for fully half of the annual U.S. production." Alaska also has a strategic location for commerce, notably with the Pacific Rim. (Federal Express established their regional headquarters in Anchorage last year.)

According to William Paulick, development specialist with the Alaska Department of Commerce, "Twenty-five percent of all legislation passed in the state in the last two years has been economic development-related." Recent legislation includes: The Small Business Revolving Loan Fund, for small, rural businesses; the Alaska Regional Development Organization (ARDOR), for economic development planning, and; one-stop permitting. The state also established the Business Development Information network, "to provide intra- and inter-state development information from one source."

Still showing some economic weakness, however, Alaska dropped from the 39th to 46th position in *Inc.* magazine's 1988 rating of the states' business climates over a four-year period. Job growth was down 4.6%, while new business grew by approximately 1.5%.

California

"California's population growth has generated unbelievable economic growth," according to Grant Thornton's July 1988 *Manufacturing Climates Study*. The state leads the nation in exports, and has the sixth largest economy in the world—producing approximately $600 billion in goods and services.

The bulk of California's manufacturing might is centered in the Los Angeles area, home of 45% of the state's jobs and 50% of its population.

The state remained among the top 10 in *Inc.* magazine's 1988 annual rating of the states' business activity over a four-year period. In 1988, the unemployment rate fell to 5%, with more than 400,000 newly created jobs. Tony Quinn, director of the state's Office of Business Development, adds that California's economic future will be greatly affected by technology, noting that the state "plays a major role" in the technology transfer process.

The major legislative initiative in 1988 was the enactment of the Competitive Technology Program, says Quinn. The program will provide up to $7 million in matching grants to support technology transfer, from California universities and national laboratories to the private sector.

Hawaii

Hawaii's economy has remained relatively healthy, backed by tourism (an estimated six million visit the islands each year), the presence of the federal government (accounting for some 20% of employment), and Japanese activity on the islands. Trade and services provide more than half the available jobs. Unemployment in 1987 was 3.8%, a year in which the state enjoyed a healthy 6.5% increase in jobs.

In September 1988, a new economic development program, "Hawaii: The Pacific Link," was established. The program focuses on Hawaii as an important link between the U.S. and "the rapidly growing nations of the Pacific Basin."

A 40,000-circuit fiber-optic cable linking Hawaii and the mainland was established early this year, with plans to extend it to Japan, Korea and Australia. Meanwhile, Hawaii's airport remains the ninth busiest in the world. The state also notes that though it has a reputation for a high cost of living, it is lower than many Pacific Rim cities. For example, the average price per square foot of "high quality" commercial space in Honolulu is $1.80 compared to $13.85 per square foot in Tokyo.

Legislation has included: a "far-reaching" tax revision which reduced corporate income taxes, exemption of businesses from the General Excise Tax on exports, and tax relief for business purchases of certain goods for start-up and expansion. In 1987, Mayor Frank Fasi formed the "Honolulu Financial Center" task force to investigate the possibility of locating an internationally focused stock exchange on the islands.

Oregon

In 1988, business, civic and academic leaders met to plan Oregon's economic future. Early drafts of the strategy focus on continued diversification in such fields as: computer technology, biotechnology, light manufacturing, and professional services. The strategy calls for increased export trade, and envisions more opportunity in emerging industries such as specialty metals and film and video products.

Since the Legislature meets biannually, state agencies worked to implement 1987 legislation in 1988, i.e., lowering the corporate tax rate to 6.6% of adjusted income, reducing business vulnerability to tort litigation, and reforming Workman's Compensation to lower costs.

In 1988 total non-argicultural jobs increased by 55,000 over 1987. Of the total, 5,300 were manufacturing jobs, with 1,400 going to fabricated metals. The remaining 49,700 jobs were non-manufacturing, 22,000 in the trade sector.

The number one lumber & wood products industry is projected to drop 2.7% in annual average employment in 1989 (−1,800). However, Oregon will experience its seventh year of economic expansion, with foreign trade, capital goods manufacturers, construction, services, and agriculture faring best. And, the state continues to benefit from Japanese investment in new and expanded hi-tech plants, mostly in the Portland area.

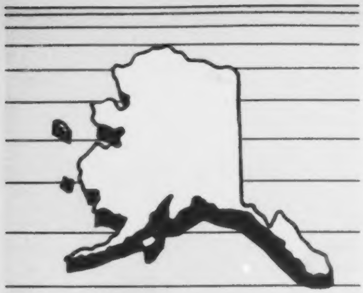
Washington

Employment in Washington last year showed broad-based growth, with the state posting the highest rate of job growth in the Pacific Northwest region, according to a report from the state's Department of Economic Trade & Development.

Growth in non-agricultural employment was 4.6%, based on the 12-month period ending October 1988, outpacing the national growth rate of 2.6%. Manufacturing employment grew 4.5%, aerospace employment by 7.4%, primary metals (aluminum and steel) grew by 9.1%, and machinery employment showed recovery with a 4.9% increase in employment.

Employment in the building trades grew 14%, while non-manufacturing employment experienced modest growth.

The state adds that "the state's growth is still led, shaped and dependent upon the fortunes of a single extraordinarily successful company—Boeing." (As of fall 1987, Boeing had $29 billion in orders for commercial aircraft and $7 billion for military planes.) Meanwhile, approximately one of every five jobs in Washington is in international trade, and Seattle continues to grow as a major source of trade with the Far East. This January, Gov. Booth Gardner signed two agreements which will promote cooperation and economic efforts between Washington state and Canada. ☐



ALASKA

STATE INFORMATION:

Financial assistance to industry includes:

- Bonds & loans from Alaska Indus. Dev. & Exporting Auth. (AIDEA)
- Loans for advanced mineral exploration from Mining Loan Fund
- Assistance for development of mining access roads from Department of Natural Resources

Tax rates:

- Corporate income tax .... 0% ≤ $10,000 net taxable income, 1% on $10,000 to $20,000, 2% from +$20,000 to $30,000, 3% from +$30,000 to $40,000, 4% from +$40,000 to $50,000, up to 9% for +$100,000
- Personal property tax .... local; property assessed at 100% valuation & rates range from 0 to 23 mills.
- Sales tax .... local; rates vary from 0%-6%
- Incorporation fee .... $100 domestic, $200 foreign
- Franchise tax................................ none
- Inventory tax.................. local in some communities
- Gasoline tax .... Aviation gas .04% jet .025%; highway .08%; marine .05%

Advanced education facilities:

- Four-year colleges & universities.......3 private universities, 3 branches of The University of Alaska, with 12 sites throughout the state
- Vocational & business schools .... several private & union

Medical facilities

- Hospitals 32
- Nursing homes.................................. 16
- Clinics .... 300 (incl. village health clinics)

Labor analysis:

- Civilian labor force.........242,000 (1988)
- High-school grads 86%

For additional labor market information, contact Employ. Security Division, Dept. of Labor, P.O. Box 3-7000, Juneau, AK 99802, 907/465-2712

Environment controls:

Air & water pollution: Dennis Kelso, Cmsr., Dept. of Environ. Conservation, Pouch O, Juneau, AK 99811, 907/465-2600

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1988 —Thousands—
ALASKA	400.5	545.7
Anchorage	173.0	231.1

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988 —Thousands—
Anchorage	173.0	231.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA	16.1	38.3	12.66

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALASKA	244.5	17.7	7.2

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	10.6	39.6	24.22
MANUFACTURING	13.5	42.7	11.79
Lumber & paper prods-SIC 24	NA	NA	NA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept.
   1200 E. 1st Ave., Anchorage 99501
2. Chugach Elec. Assoc., Inc.
   5601 Minnesota Dr., Box 196300
   Anchorage 99519-6300
3. Enstar Natural Gas Co.
   3000 Spenard Rd., Box 190288,
   Anchorage 99519-0288

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Anchorage 1-28

Railroads

1. Alaska Hydro-Train
2. Alaska Railroad Corp.

Airlines

3. Air France
4. Air North
5. Alaska Airlines
6. Alaska Arlns. Commuter-Era Aviation
7. Alaska Arlns. Commuter-Markair
8. American
9. British Airways
10. China Airlines
11. Delta
12. Harbor Air
13. Hawaiian Airlines
14. Japan Air Lines
15. KLM
16. Lufthansa
17. Markair
18. Northwest
19. Peninsula Airways
20. Raven Air
21. Reeve Aleutian
22. Sabena
23. SAS
24. Swissair
25. United
26. United Airlines-Southcentral Air
27. Wilburs, Inc.

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	83,304	36,987
Sand & gravel (construction)	27,300	71,000
Stone (crushed)	2,000	9,700
Combined value of cement (portland), silver, tin, and values indicated by symbol W		949
Total 1987 (preliminary)		118,636

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anchorage	13	58	10816	0

DEVELOPMENT COUNSELORS:

State Development Agency

Merculieff, Larry, Commissioner
Division of Business Dev.
AK Dept. of Comm. & Eco. Dev.
P.O. Box D
Juneau, AK 99811
907/465-2017

Areas & Others

Anchorage
Yarzebinski, Joseph A.
Sr. Econ. Dev. Planner
Community Planning Dev.
P.O. Box 196650, 99519-6650
907/343-6496

Kenia
Carter, James E., Exec. Dir.
Kenia Peninsula Borough
Eco. Dev. District, Inc.
110 Willow St.
Suite 106, 99611
907/283-3335

CALIFORNIA

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Employment training
- Enterprise zones
- Small business loans & loan guarantees
- Industrial development bonds

Tax rates:
- Corporate income tax....................9.3%
- Personal income tax..............1%-9.3% indexed
- Sales tax....................................6%-7%
- Inventory tax.................................. none
- Franchise & incorp. tax.................. NA
- Gasoline tax........................... $.09/gal.

Advanced education facilities:
- Four-year colleges & universities...122
- Two-year or junior colleges............106
- Vocational & business schools...2,500

Medical facilities (1986):
- Hospitals..581
- Licensed community free clinics...459

Labor analysis:
- Civilian labor force....13,747,000 (1987)
- High school graduates.............237,414 (1987-88)

For additional labor market information, contact Employ. Dev. Dept., 800 Capitol Mall, Sacramento, CA 95814

Environment controls:

Air & water pollution: Off. of Permit Assistance, 1400 10th St., Sacramento, CA 95814, 916/445-4831

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
CALIFORNIA	23,668.6	27,939.0
Alameda	63.9	75.7
Alhambra	64.6	74.0
Anaheim	221.8	247.0
Antioch	43.6	51.7
Arcadia	46.0	49.9
Azusa	29.4	NA
Bakersfield	105.6	159.7
Baldwin Park	50.6	63.9
Bell	25.5	NA
Bellflower	53.4	60.9
Bell Gardens	34.1	NA
Berkeley	103.3	108.0
Beverly Hills	32.4	NA
Brea	27.9	NA
Buena Park	64.2	68.1
Burbank	84.6	92.3
Burlingame	26.2	NA
Camarillo	37.7	NA
Campbell	27.1	NA
Carlsbad	35.5	NA
Carson	81.2	89.5
Cerritos	52.8	59.3
Chico	26.6	33.7
Chino	40.2	54.1
Chula Vista	83.9	128.3
Claremont	31.0	NA
Clovis	33.0	NA
Colton	27.4	NA
Compton	81.3	96.9
Concord	103.3	109.9
Corona	37.8	NA
Costa Mesa	82.3	91.1
Covina	33.8	NA
Culver City	38.1	NA
Cupertino	25.8	NA
Cypress	40.4	44.5
Daly City	78.5	83.8
Davis	36.6	42.1
Downey	82.6	88.0
El Cajon	73.9	86.0
El Monte	79.5	98.3
Escondido	62.5	86.7
Fairfield	58.1	72.8
Fontana	37.1	NA
Fountain Valley	55.1	55.9
Fremont	131.9	158.3
Fresno	218.2	302.3
Fullerton	102.0	112.5
Gardena	45.2	51.2
Garden Grove	123.4	138.4
Glendale	139.1	159.9
Glendora	38.7	NA
Hawthorne	56.4	62.9
Hayward	94.2	103.5
Huntington Beach	170.5	189.4
Huntington Park	46.2	55.3
Inglewood	94.2	105.6
Irvine	62.1	94.6
La Habra	45.2	50.0
Lakewood	74.7	78.0
La Mesa	50.3	52.9
La Mirada	41.0	43.1
Lancaster	48.0	67.0
La Puente	30.9	NA
Livermore	48.3	55.0
Lodi	35.2	46.9
Lompoc	26.3	31.8
Long Beach	361.3	410.4
Los Altos	25.8	NA
Los Angeles	2,966.8	3,364.2
Los Gatos	26.6	NA
Lynwood	48.5	57.1
Manhattan Beach	31.5	NA
Menlo Park	25.7	NA
Merced	36.5	50.4
Milpitas	37.8	NA
Modesto	106.1	141.2
Monrovia	30.5	NA
Montebello	52.9	58.8
Monterey	27.6	30.9
Monterey Park	54.3	62.9
Mountain View	58.7	62.7
Napa	50.9	57.1
National City	48.8	59.2
Newark	32.1	NA
Newport Beach	63.5	69.0
Norwalk	85.2	92.6
Novato	43.9	45.9
Oakland	339.3	360.9
Oceanside	76.7	103.8
Ontario	88.8	120.0
Orange	91.8	104.0
Oxnard	108.2	131.4
Pacifica	36.9	NA
Palm Springs	32.3	31.3
Palo Alto	55.2	57.1
Paramount	36.4	NA
Pasadena	119.4	133.7
Petaluma	33.8	40.2
Pico Rivera	53.5	58.4
Pittsburg	33.0	NA
Placentia	35.0	NA
Pleasant Hill	25.1	NA
Pleasanton	35.2	NA
Pomona	92.7	117.5
Porterville		25.3
Rancho Cucamonga	55.3	80.1
Rancho Palos Verdes	35.2	NA
Redding	42.0	52.2
Redlands	43.6	56.7
Redondo Beach	57.1	66.0
Redwood City	55.0	58.1
Rialto	35.6	NA
Richmond	74.7	80.0
Riverside	170.9	210.4
Rosemead	42.6	49.0
Roseville	24.3	31.9
Sacramento	275.7	340.6
Salinas	80.5	98.4
San Bernardino	118.1	145.4
San Bruno	35.4	NA
San Clemente	27.3	NA
San Diego	875.5	1,059.0
San Francisco	679.0	748.0
San Gabriel	30.1	NA
San Jose	636.6	727.7
San Leandro	64.0	67.8
San Luis Obispo	34.3	NA
San Mateo	77.6	82.8
San Rafael	44.7	45.8
Santa Ana	203.7	238.5
Santa Barbara	74.5	82.2
Santa Clara	87.7	91.1
Santa Cruz	41.5	47.3
Santa Maria	39.7	52.7
Santa Monica	88.3	97.5
Santa Rosa	83.2	101.2
Saratoga	29.3	NA
Seal Beach	26.0	NA
Seaside	36.6	39.1
Simi Valley	77.5	93.1
South Gate	66.8	83.1
South San Francisco	49.4	52.2
Stockton	149.8	190.0
Sunnyvale	106.6	114.5
Temple City	29.0	NA
Thousand Oaks	77.8	99.1
Torrance	131.5	141.4
Tulare	24.6	27.9
Turlock	26.3	35.6
Tustin	32.1	NA
Union City	39.4	NA
Upland	47.6	60.4
Vacaville	43.4	56.7
Vallejo	80.2	96.6
Ventura	74.5	88.5
Visalia	49.7	64.2
Vista	35.8	NA
Walnut Creek	53.6	63.8
West Covina	80.1	98.9
Westminster	71.1	76.9
Whittier	68.9	75.0
Woodland	30.2	35.5
Yorba Linda	28.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
*Anaheim-Santa Ana	1,931.6	2,230.3
Bakersfield	403.1	511.0
Chico	143.9	175.1
Fresno	515.0	600.8
*Los Angeles-Long Beach	7,477.7	8,544.0
Merced	134.6	172.4
Modesto	265.9	330.5
*Oakland	1,762.0	1,978.4
*Oxnard-Ventura	529.9	632.3
Redding	115.7	137.4
*Riverside-San Bernardino	1,557.1	2,171.5
Sacramento	1,014.0	1,354.6
Salinas-Seaside-Monterey	290.4	348.3
San Diego	1,861.8	2,313.9
*San Francisco	1,489.0	1,595.8
*San Jose	1,295.1	1,422.8
Santa Barbara-Santa Maria-Lompoc	298.7	346.7
*Santa Cruz	188.1	229.2
*Santa Rosa-Petaluma	299.8	358.7
Stockton	347.3	454.2
*Vallejo-Fairfield-Napa	334.4	411.5
Visalia-Tulare-Porterville	245.8	297.9
Yuba City	102.0	117.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA	2,172.2	NA	NA
Anaheim-Santa Ana	257.2	NA	NA
Los Angeles-Long Beach	907.4	NA	NA
San Diego	124.7	NA	NA
San Francisco	79.5	NA	NA
San Jose	270.4	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CALIFORNIA	14,116.5	707.0	5.0
Anaheim-Santa Ana	1,335.3	40.9	3.1
Bakersfield	232.1	21.9	9.5
Fresno	341.9	27.7	8.1
Los Angeles-Long Beach	4,097.7	195.4	4.8
Modesto	164.3	15.1	9.2
Oakland	1,068.2	47.5	4.4
Oxnard-Ventura	355.8	19.9	5.6
Riverside-San Bernardino	957.7	58.1	6.1
Sacramento	721.2	35.5	4.9
San Diego	1,125.4	48.9	4.3
San Francisco	889.4	30.8	3.5
San Jose	826.5	31.2	3.8
Santa Barbara-Santa Maria-Lompoc	180.1	7.6	4.2
Santa Rosa-Petaluma	199.1	8.4	4.2
Stockton	204.0	15.9	7.8
Vallejo-Fairfield-Napa	196.1	10.1	5.1

*preliminary figures

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	582.0	NA	NA
MANUFACTURING	2,104.9	40.2	10.77
DURABLE GOODS	1,424.6	40.7	11.29
Lumber & wood prods.-SIC 24	64.9	40.8	9.32
Furniture & fixtures-SIC 25	62.2	40.0	8.08
Stone, clay, & glass prods.-SIC 32	53.7	41.7	12.27
Primary metal industries-SIC 33	40.6	41.9	10.39

Area Wage Survey

Average straight-time hourly earnings

	Riverside San Bernardino 6/88	Anaheim Santa Ana 9/88	Los Angeles Long Beach 10/88	Fresno 9/88	San Diego 12/85	San Francisco 3/88	San Jose 3/88	Sacramento 12/85	Oakland 2/88
Office, professional, & technical									
Payroll clerks	8.95	9.24	10.79	7.76	7.33	11.40	10.73	8.09	10.30
Accounting clerks	8.59	9.20	9.62	7.95	7.10	10.64	9.28	8.19	9.66
File clerks	6.01	6.68	7.28	6.86	5.97	7.69	6.61	4.35	7.78
Typists	NA	NA	8.90	NA	7.04	11.73	9.44	6.77	9.09
Key entry operators	7.84	8.41	8.30	7.27	6.60	9.46	8.63	6.96	8.64
Secretaries	10.65	12.04	12.39	9.37	9.25	12.18	11.79	9.81	11.24
Stenographers	NA	NA	NA	NA	8.28	NA	NA	NA	NA
Switchbd opr-receptionists	6.69	7.89	7.81	6.30	5.92	8.64	8.13	6.04	8.28
Word processors	8.35	10.24	9.69	NA	NA	11.04	10.35	NA	10.35
Drafters	10.60	12.30	12.91	9.01	10.16	14.50	13.04	11.64	14.20
Electronics technicians	NA	13.06	14.99	14.19	11.10	17.19	13.90	15.09	13.73
Computer operators	10.96	10.54	11.64	9.09	9.13	11.67	11.84	8.95	10.88
Computer programmers	14.59	15.13	14.99	13.66	12.36	17.03	17.47	11.71	14.96
Computer systems analysts	18.05	19.42	20.37	NA	16.21	19.48	20.76	14.58	19.06
Maintenance & powerplant									
Carpenters	13.76	14.41	15.21	NA	13.41	NA	15.87	NA	16.13
Electricians	14.24	15.88	15.64	13.24	14.56	19.65	17.12	14.01	16.12
Engineers, stationary	NA	NA	17.99	NA	NA	18.99	NA	14.46	17.68
Machinists	13.52	16.59	16.60	NA	13.82	NA	NA	14.65	15.90
Mechanics (machinery)	13.22	14.99	14.36	11.92	13.25	17.02	15.29	12.80	15.34
Tool & die makers	14.82	14.89	16.24	NA	13.79	NA	17.63	NA	16.25
Custodial & material movement									
Guards	5.27	6.23	6.27	4.69	4.99	5.98	7.07	5.52	5.89
Janitors, porters, & cleaners	6.00	5.78	5.85	5.77	5.21	8.99	6.91	6.51	7.03
Laborers, mat'l handling	11.33	6.56	9.84	NA	8.51	12.11	8.26	9.37	10.32
Shippers & receivers	9.51	9.46	10.06	9.05	7.11	10.13	9.67	NA	11.13
Truckdrivers	11.54	12.14	12.64	11.86	12.85	12.41	12.93	12.81	14.11
Forklift operators	11.06	10.07	11.64	10.28	11.05	12.89	11.44	11.20	13.39

CALIFORNIA

Fabricated metal products-SIC 34	133.4	41.3	10.06
Machinery, except electrical-SIC 35	214.8	40.1	11.30
Electrical & electronic equip.-SIC 36	395.4	40.5	11.48
Transportation equipment-SIC 37	313.5	40.9	13.52
Instruments & related prods.-SIC 38	111.0	40.7	10.88
Misc mfg. inds-SIC 39	35.2	39.7	7.93

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alameda — 1e, 12eg
Alhambra — 20e, 21g
Anaheim — 2e, 20e, 21g
Antioch — 12eg
Arcadia — 20e, 21g
Azusa — 3e, 20e, 21g
Bakersfield — 12eg
Baldwin Park — 20e, 21g
Bell Gardens — 20e, 21g
Bellflower — 20e, 21g
Berkeley — 12eg
Beverly Hills — 20e, 21g
Brea — 20e
Buena Park — 20e, 21g
Burbank — 4e, 21g
Burlingame — 12eg
Camarillo — 20e
Carlsbad — 18eg
Carson — 20e, 21g
Cerritos — 20e
Chico — 12eg
Chino — 20e
Chula Vista — 18eg
Claremont — 20e
Clovis — 12eg
Colton — 5e, 20e
Compton — 20e, 21g
Concord — 12eg
Corona — 20e, 21g
Costa Mesa — 20e, 21g
Covina — 20e, 21g
Culver City — 20e, 21g
Cupertino — 12eg
Cypress — 20e, 21g
Daly City — 12eg
Davis — 12eg
Downey — 20e, 21g
El Cajon — 18eg
El Monte — 20e, 21g
Escondido — 18eg
Fairfield — 12eg
Fontana — 20e
Fountain Valley — 20e, 21g
Fremont — 12eg
Fresno — 12eg
Fullerton — 20e, 21g
Garden Grove — 20e, 21g
Gardena — 20e, 21g
Glendale — 6e, 21g
Glendora — 20e, 21g
Hawthorne — 20e, 21g
Hayward — 12eg
Huntington Beach — 20e, 21g
Huntington Park — 20e, 21g
Inglewood — 20e, 21g
La Habra — 20e, 21g
La Mesa — 18eg, 21g
La Mirada — 20e, 21g
La Puente — 20e, 21g
Lakewood — 20e, 21g
Lancaster — 20e, 21g
Livermore — 12eg
Lodi — 7e, 12g
Lompoc — 8e, 12e, 21g
Long Beach — 20e, 9g
Los Altos — 12eg
Los Angeles — 10e, 21g

Los Gatos — 12eg
Lynwood — 20e, 21g
Manhattan Beach — 20e, 21g
Menlo Park — 12eg
Merced — 12eg
Milpitas — 12eg
Modesto — 11e, 12g
Monrovia — 20e, 21g
Montebello — 20e, 21g
Monterey — 12eg

Monterey Park — 20e, 21g
Mountain View — 12eg
Napa — 12eg
National City — 18eg
Newark — 12eg
Newport Beach — 20e, 21g
Norwalk — 20e, 21g
Novato — 12eg
Oakland — 12eg
Oceanside — 18eg

Ontario — 20e, 21g
Orange — 20e, 21g
Oxnard — 20e, 21g
Pacifica — 12eg
Palm Springs — 20e
Palo Alto — 13eg, 12g
Paramount — 20e, 21g
Pasadena — 14e, 21g
Petaluma — 12eg
Pico Rivera — 20e, 21g

Pittsburg — 12eg
Placentia — 20e
Pleasant Hill — 12eg
Pleasanton — 12eg
Pomona — 20e, 21g
Rancho Cuccamonga — 20e
Redding — 15e, 12g
Redlands — 20e, 21g
Redondo Beach — 20e, 21g
Redwood City — 12eg
Rialto — 20e, 21g

Richmond — 12eg
Riverside — 16e, 20e, 21g
Rosemead — 20e, 21g
Sacramento — 17e, 12g
Salinas — 12eg
San Bernardino — 20e, 21g
San Bruno — 12eg
San Clemente — 18eg
San Diego — 18eg
San Francisco — 12eg
San Gabriel — 20e, 21g

San Jose — 12eg
San Leandro — 12eg
San Luis Obispo — 12e, 21g
San Mateo — 12eg
San Rafael — 12eg
Santa Ana — 20e, 21g
Santa Barbara — 12e, 20e, 21g
Santa Clara — 19e, 12g
Santa Cruz — 12eg
Santa Maria — 12e, 21g
Santa Monica — 20e, 21g
Santa Rosa — 12eg
Saratoga — 12eg
Seal Beach — 20e
Seaside — 12eg
Simi Valley — 20e, 21g
South Gate — 20e, 21g
South San Francisco — 12eg
Stockton — 12eg
Sunnyvale — 12eg
Temple City — 20e, 21g
Thousand Oaks — 20e, 21g
Torrance — 20e, 21g
Turlock — 22e, 12g
Tustin — 20e, 21g
Union City — 12eg
Upland — 20e, 21g
Vacaville — 12eg
Vallejo — 12eg
Ventura — 20e, 21g
Visalia — 12e, 20e, 21g
Vista — 18eg
Walnut Creek — 12eg
West Covina — 20e, 21g
Westminster — 20e, 21g
Whittier — 20e, 21g
Woodland — 12eg

1. Alameda Bureau of Electricity
   2000 Grand St., P.O. Drawer H
   Alameda 94501
2. Anaheim Public Utilities Dept.
   200 S. Anaheim Blvd., Anaheim
   92805
3. Azusa Lt. & Water Dept.
   777 N. Alameda Ave., Azusa 91702
4. Burbank Public Service Dept.
   164 W. Magnolia Blvd., Burbank
   91503-0631
5. Colton Electric Utility Dept.
   650 N. La Cadena Dr., Colton 92324
6. Glendale Public Service Dept.
   119 N. Glendale Ave., Glendale
   91206
7. Lodi Munic. Elec. System
   221 W. Pine St., Call Box 3006, Lodi
   95241
8. Lompoc Electrical Utility Services
   100 Civic Center Pl., Lompoc 93438
9. Long Beach Gas Dept.
   2400 E. Spring, Long Beach 90806
10. Los Angeles Dept. of Wt. & Pwr.
    Box 111, Los Angeles 90051
11. Modesto Irrigation Dist.
    1231 11th St., Box 4060, Modesto
    95352
12. Pacific Gas & Electric Co.
    77 Beale St., San Francisco 94106
13. Palo Alto Utilities
    250 Hamilton Ave., Palo Alto 94301
14. Pasadena Water and Power Dept.
    150 S. Los Robles Ave., Pasadena
    91109
15. Redding Electric Dept.
    760 Parkview Ave., Redding 96001
16. Riverside Utilities Dept.
    3900 Main St., Riverside 92522
17. Sacramento Municipal Utility Dist.
    6201 S St., Box 15830, Sacramento
    95813
18. San Diego Gas & Electric Co.
    101 Ash St., San Diego 92101
19. Santa Clara Elec. Dept.
    1500 Warburton Ave., Santa Clara
    95050
20. Southern California Edison Co.
    P.O. Box 800, Rosemead 91770
21. Southern California Gas Co.
    810 S. Flower St., Los Angeles 90017
22. Turlock Irrigation District
    333 E. Canal Dr., Box 949, Turlock
    95381

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alameda 1, 5 ,6 (Oakland)
Alhambra 5 (Burbank)
Anaheim 1, 5, 6 (Orange County)
Antioch 1, 5 (Concord)
Arcadia 1 (Burbank)
Azusa 1, 5 (Ontario)
Bakersfield 1, 5, 19, 20, 32, 67
Baldwin Park 5 (Ontario)
Bell 1, 5, 6 (Los Angeles)
Bell Gardens (Los Angeles)
Bellflower 5 (Long Beach)
Berkeley 1, 5 (Oakland)
Beverly Hills (Los Angeles)
Brea 5 (Orange County)
Buena Park 1, 5 (Long Beach)
Burbank 5, 15, 19-21, 30-32, 59, 62, 65-68
Burlingame 5 (San Francisco)
Camarillo 5 (Oxnard)
Campbell 5 (San Jose)
Carlsbad 1 (San Diego)
Carson 1, 5, 6 (Long Beach)
Cerritos (Long Beach)
Chico 5, 6, 67
Chino 5 (Ontario)
Chula Vista (San Diego)
Claremont 1, 5 (Ontario)
Clovis 5 (Fresno)
Colton 1, 5, 6 (Ontario)
Compton 5 (Long Beach)
Concord 5, [illegible]
Corona 1 (Ontario)
Costa Mesa 5 (Orange County)
Covina 5 (Ontario)
Culver City 5 (Los Angeles)
Cupertino (San Jose)
Cypress 5 (Long Beach)
Daly City (San Francisco)
Davis 5 (Sacramento)
Downey 5 (Long Beach)
El Cajon (San Diego)
El Monte 5 (Ontario)
Escondido 1 (San Diego)
Fairfield (Oakland)
Fontana 1, 5 (Ontario)
Fountain Valley (Orange County)
Fremont 6 (San Jose)
Fresno 1, 5, 20, 31, 32, 59, 66-68
Fullerton 1, 5, 6 (Orange County)
Garden Grove 5 (Orange County)
Gardena 5 (Los Angeles)
Glendale 5, 6 (Burbank)
Glendora 1 (Ontario)
Hawthorne 1, 5 (Los Angeles)
Hayward 5, 6 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 5, 6 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange County)
La Habra 5, 6 (Long Beach)
La Mesa (San Diego)
La Mirada 1, 5 (Long Beach)
La Puente (Ontario)
Lakewood 6 (Long Beach)
Lancaster 5 (Burbank)
Livermore 5, 6 (Oakland)
Lodi 5 (Stockton)
Lompoc 5 (Santa Maria)
Long Beach 1, 5, 6, 15, 19-21, 31, 59, 63, 65-68
Los Altos (San Jose)
Los Angeles 1-27, 29-57, 59-70, 72
Los Gatos (San Jose)
Lynwood (Los Angeles)
Manhattan Beach (Los Angeles)
Menlo Park 5 (San Jose)
Merced 1, 5, 67
Milpitas 5, 6 (San Jose)
Modesto 1, 5, 6, 20, 67
Monrovia 1 (Burbank)
Montebello 1, 6 (Los Angeles)
Monterey 20, 32, 66-68
Monterey Park 5 (Burbank)
Mountain View 5 (San Jose)
Napa 5 (Santa Rosa)
National City 1 (San Diego)
Newark 5 (San Jose)
Newport Beach (Orange County)
Norwalk 5 (Long Beach)
Novato 5 (Oakland)
Oakland 1-6, 15, 18-21, 30, 31, 58, 59, 66-68
Oceanside 1 (San Diego)
Ontario 5, 6, 13, 15, 19, 21, 30-32, 49, 61, 62, 65-68
Orange County 1, 5, 15, 19-21, 30-32, 49, 55, 62, 65-68
Oxnard 5, 20, 67
Pacifica (San Francisco)
Palm Springs 5, 15, 19, 20, 32, 65-68
Palo Alto 5 (San Jose)
Paramount 5, 6 (Long Beach)
Pasadena 1, 5 (Burbank)
Petaluma 5 (Oakland)
Pico Rivera 1, 5, 6 (Los Angeles)
Pittsburg 1, 5, 6 (Concord)
Placentia 1 (Orange County)
Pleasant Hill (Concord)
Pleasanton 5, 6, 58
Pomona 1, 5, 6 (Ontario)
Rancho Palos Verde (Los Angeles)
Redding 5, 20, 67
Redlands 1, 5 (Ontario)
Redondo Beach (Los Angeles)
Redwood City 5 (San Francisco)
Rialto 1, 5 (Ontario)
Richmond 1, 5 (Oakland)
Riverside 1, 5, 6 (Ontario)
Rosemead 5 (Burbank)
Sacramento 5, 6, 19-21, 30-32, 49, 66-68
Salinas 5 (Monterey)
San Bernardino 1, 5, 6 (Ontario)
San Bruno 5 (San Francisco)
San Clemente 1 (Orange County)
San Diego 1, 15, 19-21, 24, 25, 30-32, 49, 50, 52, 55, 61-63, 65-68
San Francisco 1, 3, 5, 6, 9-11, 15, 18-21, 24-31, 33, 38, 40, 45, 47, 49-54, 58-61, 64-69
San Gabriel 5 (Burbank)
San Jose 5, 6, 15, 18-21, 30-32, 65-68
San Leandro 5, 6 (Oakland)
San Luis Obispo 5, 20, 32, 67
San Mateo 5 (San Francisco)
San Rafael 5 (Oakland)
Santa Ana 1, 5 (Orange County)
Santa Barbara 5, 19, 20, 32, 66, 67
Santa Clara 5 (San Jose)
Santa Cruz 5 (San Jose)
Santa Maria 20, 32, 67, 71
Santa Monica 5 (Los Angeles)
Santa Rosa 5, 20, 67
Saratoga (San Jose)
Seal Beach 5 (Long Beach)
Seaside 5 (Monterey)
Simi Valley 5 (Oxnard)
South Gate 5, 6 (Los Angeles)
South San Francisco 5 (San Francisco)
Stockton 1, 3, 5, 6, 67, 68
Sunnyvale 5 (San Jose)
Temple City 5 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 5 (Los Angeles)
Turlock 5, 6 (Modesto)
Tustin 1 (Orange County)
Union City 5, 6 (Oakland)
Upland 1, 5 (Ontario)
Vacaville 5, 6 (Sacramento)
Vallejo [illegible] (Oakland)
Ventura 5 (Oxnard)
Visalia 1, 5, 20
Vista 1 (San Diego)
Walnut Creek (Concord)
West Covina 5 (Ontario)
Westminster 5 (Orange County)
Whittier 5, 6 (Long Beach)
Woodland 5, 6 (Sacramento)
Yorba Linda (Orange County)

Railroads

1. Atchison, Topeka & Santa Fe
2. Chicago and North Western Transportation Co.
3. Illinois Central
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific

Airlines

7. Aerolineas Argentinas
8. Aeromexico
9. Air America
10. Air Canada
11. Air France
12. Air Jamaica Limited
13. Air LA
14. Air New Zealand
15. Alaska Airlines
16. Alitalia
17. All Nippon Airways
18. Alpha Air
19. American
20. American Eagle
21. America West
22. Avianca
23. Aviateca
24. Braniff
25. British Airways
26. CAAC
27. Canadian Airlines Intl.
28. Cathay Pacific
29. China Airlines
30. Continental
31. Delta
32. Delta Connection-Sky West Airlines
33. Eastern
34. Ecuatoriana
35. El Al
36. Finnair
37. Garuda Indonesian
38. Hawaiian Airlines
39. Iberia
40. Japan Air Lines
41. KLM
42. Korean Air
43. Lacsa
44. Lan Chile S.A.
45. Lufthansa
46. Malaysian Airline
47. Mexicana
48. MGM Grand Air, Inc.
49. Northwest
50. Pan American World Airways, Inc.
51. Phillippine Airlines
52. Piedmont
53. Qantas Airways-American Airlines
54. Quantas Airways, Ltd.
55. Resort Commuter
56. Royal Jordanian
57. SAS

58. SFO Helicopter Airlines, Inc.
59. Sierra Mountain Airways
60. Singapore Airlines
61. Southwest Airlines
62. Stateswest Airlines
63. Sun Pacific Airlines
64. TACA S.A.
65. TWA
66. United
67. United Express-Westair Commuter
68. USAir
69. UTA
70. Varig
71. Wings West
72. Yugoslav Airlines

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Boron minerals	W	W
Cement (portland)	10,100	615,700
Clays (excl. fire clay and ball clay)	2,455	33,277
Gem stones	NA	1,435
Gold —troy ozs. (recov. cont. of ores, etc.)	602,071	267,320
Gypsum	1,387	10,848
Lime	425	27,707
Pumice	44	1,309
Sand & gravel:		
Construction	135,700	536,800
Industrial	2,100	37,500
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	63	450
Stone:		
Crushed	38,700	171,800
Dimension	25	2,905
Talc and pyrophyllite	42	922
Combined value of asbestos, barite (1987), calcium chloride (natural), cement (masonry), clays (ball, 1986; fire, 1985), copper, diatomite, feldspar, iron ore (usable), magnesium compounds, molybdenum, peat, perlite, potassium salts, rare-earth metal concentrates, salt, sodium carbonate (natural), sodium sulfate (natural), tungsten ore & concentrate, wollastonite (1986-87), and value indicated by symbol W		801,528
Total 1987 (preliminary)		2,509,501

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bakersfield	48	85	2128	2347
Berkeley	50	62	2951	91
Chula Vista	53	67	2074	385
Corona	53	75	1795	1225
Culver City	57	69	1517	770
Escondido	52	73	2006	980
Fresno	46	81	2647	1769
La Mesa	55	72	1567	986
Lodi	45	74	2861	1001
Long Beach	55	73	1485	1091
Los Angeles	56	69	1595	728
Modesto	46	77	2671	1287
Napa	48	68	2749	416
Newport Beach	54	67	1954	371
Oakland	49	64	2877	174
Oxnard	55	66	2068	357
Palo Alto	48	66	2891	275
Pasadena	55	75	1550	1299
Pomoma	52	75	1972	1191
Redlands	52	78	1992	1571
Redwood City	49	68	2600	432
Riverside	53	77	1818	1471
Sacramento	45	76	2772	1198
San Bernardino	53	79	1777	1718
San Diego	57	70	1284	842
San Francisco	49	62	3161	115
San Gabriel	55	75	1532	1281
San Jose	50	69	2439	498
Santa Ana	56	72	1430	1089
Santa Barbara	54	67	1993	393
Santa Cruz	49	63	3136	95
Santa Maria	51	62	3054	76
Santa Monica	56	66	1873	438
Santa Rosa	47	67	2980	382
Stockton	45	78	2674	1032
Torrance	55	69	1719	677
Visalia	46	81	2460	1804

DEVELOPMENT COUNSELORS:

State Development Agency

Turner, Janet Dir.
Office of Business Development
Calif. Dept. of Commerce
1121 L. St., #600
Sacramento, 95814
916/322-5665

Areas & Others

Bakersfield

Williams, Larry
Tenneco Realty Dev. Corp.
Box 9380, 93389-9380
805/835-6039

Chico

Taylor, Audrey, Exec. Dir.
Butte EDC
P.O. Box 6250, 95927
916/893-8732

Taylor, Audrey E.
Tri. County Econ. Dev. Corp
The Business Center
P.O. Box 6250, 95927
916/893-8732

Escondido

Spalding, Ross, Comm. Relation Mgr.
San Diego Gas & Electric
750 N. Citracado Pkwy, 92025
619/490-7674

Fresno

Quiring, John E., Pres.
Fresno Cty. Econ. Dev. Corp.
2310 Tulare St., Ste. 235, 93721
209/233-2564

Graves, Edward F., Dpty. City Mgr.
City of Fresno
2300 Tulare St., 93721
209/488-4503

Hanford

Thiebaux, Brian
Crown Dev. Corp.
1222 West Lacey Blvd., Ste. 101, 93230
209/582-4326

Long Beach

Cunningham, Hank, Dir.
Long Beach Community Dev. Dept.
333 West Ocean Blvd., 90802
213/590-6487

Los Angeles

Christman, E.W. Chris, Dir./RE Oper.
Upland Industries Corp.
2143 East "D" St., Ste. 220, 91764
714/986-4648

Colton, Michael J., C.I.D., Econ. Dev. V.P.
Los Angeles Area Chamber of Comm.
404 S. Bixel St., 90017
213/629-0631

Madera

Taubert, James E., Exec. Dir.
Madera Cty. Ind. Dev. Cmsn.
425 N. Gateway Dr., 93637
209/675-7768

Marysville

Hart, Tom W., Ind. Dev. Dir
Cty. of Yuba Ind. Dev. Dept.
Yuba Cty. Airport
1482 Sky Harbor Dr., 95901
916/741-6248

Ontario

Steinhaus, Tim, Dpty. Exec. Dir.
Ontario Office of Econ. Dev.
City Hall, 303 E. B St., 91764
714/986-1151

Redding

Daniels, Bruce C., Exec. Officer
Superior CA. Dev. Council, Inc.
737 Auditorium Dr., Ste. D, 96001
916/225-5300

Riverside

Albright, Stephen, Pres.
Keep Riverside Ahead
3750 University Ave., Ste. 260, 92501
714/781-9000

McCullough, Mikel L., V.P.
T & S Development, Inc.
5225 Canyon Crest Dr.
Bldg. 100, 92507
714/686-1424

San Diego

Pegg, Dan, Pres.
San Diego Econ. Dev. Corp.
701 B. St., 92101
619/234-8484

San Francisco

Ditz, William W., Pres.
Standard Realty & Dev. Co.
One Kaiser Plz., Ste 901,
Ordway Bldg., 94612
415/832-7310

Clarke, Michael T.
Pacific Gas & Electric
123 Mission St., Rm. H2631, 94106
415/973-3073

Stockton

Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty. Econ. Dev. Assn.
709 N. Center St., 2A, 95202
209/465-5931

Tracy

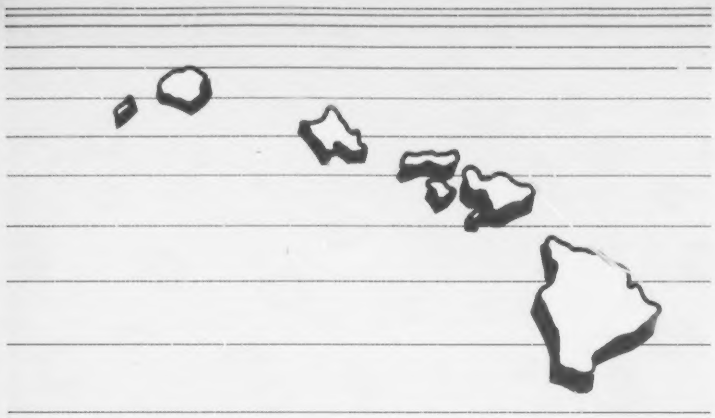
Birdsall, Roger, Dir.
Tracy Econ. Dev. Corp.
803 Central Ave., 95376
209/835-3948

Vacaville

Mktg. Dir.
Cheveron Land & Dev. Co.
3333 Vaca Valley Pkwy, 95688
707/446-3333

Vallejo

da Silva, Alvaro, Dir.
Vallejo Econ. Dev. Corp.
P.O. Box 3068, 94590
707/648-4444



HAWAII

STATE INFORMATION:

Financial assistance to industry:
- Agricultural Loan Program
- Aquacultural Loan Program
- Enterprise zones (tax breaks)
- Hawaii Capital Loan Program
- New Industry Training Fund

Tax rates:

Corporate income tax.........4.4%-6.4%
Personal income tax..........2.25%-10%
Excise tax............................0.5%-4.0%
Filing fees, Domestic corps.: $50 fee. Foreign corps.: $50 qualifications fee, plus $100 annual license fee.
Franchise filing fee..........................$50
Inventory tax..................................... NA
Gasoline tax...................$.15-$.225/gal.
Exemptions for certain export goods

Advanced education facilities:

Four-year colleges & universities.......7
Two-year or junior colleges 7
Vocational & business schools........62

Medical facilities:

Hospitals 51

Labor analysis:

Civilian labor force.........514,000 (1987)
High school graduates....13,097 (1987)

For additional labor market information, contact Dept. of Labor & Ind. Relations, P.O. Box 3680, Honolulu, HI 96811, 808/548-6468

Environment controls:

Air & water pollution: State Office of Environ. Quality Control, State Health Dept., 465 South King St., Room 104, Honolulu, HI 96813, 808/548-6915

U.S. Environ. Protection Agency Office, Room 1302, Prince Kuhio Federal Bldg., Honolulu, HI 96850, 808/546-8910

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
HAWAII	965.0	1,088.8
Ewa	190.0	NA
Hilo	37.0	NA
Honolulu	365.0	398.5
Koolaupoko	109.4	NA
Wahiawa	41.6	NA
Waianae	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Honolulu	762.9	836.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII		
21.9	39.8	9.67
Honolulu		
16.2	39.4	9.80

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
HAWAII		
509.4	14.9	2.9
Honolulu		
378.1	9.9	2.6

*preliminary figures

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Hilo — 1g
Honolulu — 2e, 1g
Koolaupoko — 1g
Wahiawa — 1g
Waianae — 1g

1. Gasco Inc.
   P.O. Box 3379, Honolulu 96842
2. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813

Industrial Mix (1987)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
21.0	38.4	17.69
MANUFACTURING		
22.1	39.4	9.30
DURABLE GOODS		
4.0	NA	NA
Lumber & furniture-SIC 24		
NA	NA	NA
Stone, clay & glass prods.-SIC 32		
1.1	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ewa (Honolulu)
Hilo 5, 9, 15
Honolulu 1-8, 10-25
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Air America
2. Air Molokai-Tropic Airlines
3. Air New Zealand International
4. Air Tungaru
5. Aloha Airlines
6. Aloha Airlines-Princeville Airways
7. Aloha Islandair, Inc.
8. American
9. Big Island Air
10. Canadian Airlines Intl.
11. China Airlines
12. Continental
13. Delta
14. Garuda Indonesian
15. Hawaiian Airlines
16. Japan Air Lines
17. Korean Air
18. Northwest
19. Pan American World Airways Inc.
20. Panorama Air
21. Philippine Airlines
22. Qantas Airways, Ltd.
23. Singapore Airlines
24. TWA
25. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	300	25,300
Masonry	10	1,500
Gem stones	NA	25
Sand & gravel (construction)	600	2,600
Stone (crushed)	6,800	42,800
Combined value of other industrial minerals		290
Total 1987 (preliminary)		72,515

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Hilo	71	75	0	3134
Honolulu	73	80	0	4389
Kaneohe	71	77	0	3329

DEVELOPMENT COUNSELORS:

State Development Agency

Ulveling, Roger A., Dir.
Dept. of Bus. & Econ. Dev.
P.O. Box 2350
Honolulu, HI 96850
808/548-3072

Areas & Others

Honolulu

Sexton, Frederick A., Pres.
Econ. Dev. Corp. of Honolulu
Pacific Tower, Ste. 855
1001 Bishop St., 96813
808/545-4533

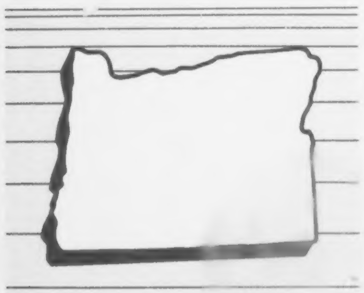
Vieira, Robert L., Dir., Area Dev.
Hawaiian Electric, Co.
P.O. Box 2750, 96840-0001
808/548-4494

Kailua-Kona

Taylor, Clinton, Exec. Dir.
Hawaii Island Econ. Dev. Bd.
75-5737 Kuakini Hwy.
Suite 206, 96740
808/329-4713

Lihue

Pratt, David W., Pres.
Kauai Econ. Dev. Bd., Inc.
c/o Grove Farm Co., Inc.
Puhi Rural Brand, 96766
808/245-2822



OREGON

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Industrial development revenue bonds
- Port revolving loan fund
- Business development loan fund
- Site specific infrastructure grants
  - Enterprise zone
- Oregon stabilization & conversion fund
- Oregon Resource & Technology Corp.

Tax rates:

Corp. excise tax	6.6% of net income
Personal income tax	5%-9%
Sales tax	none
Franchise & incorp. tax	$20-$400
Inventory tax	none
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	30
Two-year or junior colleges	15
Vocational & business schools	80

Medical facilities:

Hospitals	75
Clinics	NA

Labor analysis:

Civilian labor force	1,450,000 (1987)
High-school grads	75.6% of pop. 18 & over

For additional labor market information, contact Employ. Div., 875 N.E. Union St., Salem, OR 97310, 503/378-3220

Environment controls:

Air & water emissions and solid & hazardous waste disposal: Dept. of Environ. Quality, 811 SW 6th Ave., Portland, 97204, (503) 229-5696

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
OREGON	2,632.7	2,738.4
Albany	26.5	NA
Beaverton	30.6	NA
Corvallis	41.0	40.9
Eugene	105.6	108.1
Gresham	33.0	NA
Hillsboro	27.7	NA
Medford	39.6	44.4
Portland	366.4	437.5
Salem	89.2	93.8
Springfield	41.6	39.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Eugene-Springfield	275.2	267.2
Medford	132.5	143.0
*Portland	1,106.0	1,169.4
Salem	249.9	265.3

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON	218.6	39.6	10.56
Eugene—Springfield	20.7	37.5	10.54
Portland	99.5	39.8	10.92
Salem	18.1	39.8	8.31

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OREGON	1,423.7	76.6	5.4
Eugene-Springfield	140.5	8.4	6.0
Portland	641.5	27.6	4.3
Salem	133.9	6.4	4.8

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Portland, OR/WA 6/86
Office, professional, & technical	
Payroll clerks	$ 8.48
Accounting clerks	7.77
File clerks	5.62
Typists	6.61
Key entry operators	7.14
Secretaries	9.89
Switchbd opr-recept's	6.87
Word processors	7.83
Drafters	9.88
Computer operators	9.09
Computer programmers	12.57
Computer systems analysts	16.78
Maintenance & powerplant	
Carpenters	13.12
Electricians	14.62
Engineers, stationary	14.03
Machinists	13.81
Mechanics (machinery)	13.67
Tool & die makers	14.60
Custodial & material movement	
Guards	4.98
Janitors, porters & cleaners	6.66
Laborers, mat'l handling	10.37
Shippers & receivers	11.08
Truckdrivers	12.09
Forklift operators	10.56

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	34.5	35.1	13.71
MANUFACTURING	204.9	39.2	10.55
DURABLE GOODS	148.1	39.7	10.59
Lumber & wood prods.-SIC 24	67.4	39.6	10.66
Furniture & fixtures-SIC 25	2.5	36.7	8.94
Stone, clay, & glass prods.-SIC 32	3.4	NA	NA
Primary metal industries-SIC 33	9.3	41.8	12.13
Fabricated metal products-SIC 34	10.2	39.6	9.40
Machinery, except electrical-SIC 35	15.5	39.7	11.07
Electrical & electronic equip.-SIC 36	13.4	NA	NA
Transportation equipment-SIC 37	11.1	NA	NA
Instruments & related prods.-SIC 38	12.1	NA	NA
Misc. mfg. industries-SIC 39	3.1	NA	NA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 4e, 3g
Beaverton — 5e, 3g
Corvallis — 4e, 3g
Eugene — 2e, 3g
Gresham — 5e, 3g
Hillsboro —5e, 3g
Medford — 4e, 1g
Portland — 4e, 5e, 3g
Salem — 5e, 3g
Springfield — 6e, 3g

1. CP National Corp.
   2121 N. California Blvd., Ste. 400,
   Walnut Creek, CA 94596-8192
2. Eugene Water & Elec. Bd.
   500 E. 4th Ave., Box 10148, Eugene
   97440
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland 97204
5. Portland General Electric Co.
   121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board
   250 North A St., Box 300, Springfield
   97477

Rural utilities contacts:

Oregon Rural Elec. Co-op Assn.
575 Union St., N.E.
Salem 97301
503/585-9988

Pacific Northwest Generating Co.
Dave Harper, Exec. Asst.
500 N.E. Multnomah, Ste. 1480
Portland 97232
503/235-3500

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 5 (Eugene)
Beaverton 1, 5 (Portland)
Corvallis 5 (Salem)
Eugene 1, 4, 5, 8, 14, 18, 20, 21
Gresham (Portland)
Hillsboro 1, 5 (Portland)
Medford 5, 14, 18, 20, 21
Portland 1-3, 5-21
Salem 1, 5, 14
Springfield 5 (Eugene)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. Illinois Central
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific System

Airlines

7. Alaska Airlines
8. American
9. America West
10. Continental
11. Delta
12. Eastern
13. Hawaiian Airlines
14. Horizon Air/Alaska Airlines Commuter
15. Northwest
16. San Juan Airlines
17. TWA
18. United
19. United Airlines-San Juan Airlines
20. United Express-NPA
21. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	214	303
Gem stones	NA	350
Sand & gravel (construction)	13,500	45,900
Stone (crushed)	15,600	56,100
Talc & pyrophyllite	(1)	14
Combined value of cement, diatomite, gold, lime, pumice, and stone (dimension)		51,288
Total 1987 (preliminary)		153,955

* thousand short tons except as noted
(1) less than ½ unit

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Corvallis	39	66	4987	202
Eugene	40	67	4799	261
Medford	38	73	4798	645
Portland	39	68	4691	332
Salem	39	66	4974	238

DEVELOPMENT COUNSELORS:

State Development Agency

Oregon Econ. Dev. Dept.
Business Dev. Div.
595 Cottage St., N.E.
Salem, 97310
503/373-1200

Areas & Others

Klamath Falls
Gero, Joseph W., Exec. V.P.
Klamath County Econ. Dev. Assoc.
P.O. Box 1777, 97601-0102
503/882-960

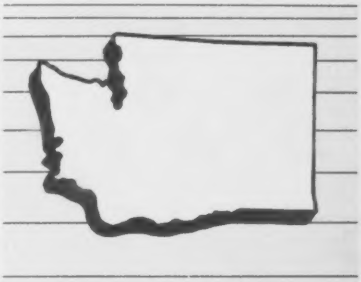
Medford
Shelby, Liz, Dir.
Jackson Cty. Econ. Dev. Council
304 S. Central Ave., 97501
503/772-6293

Portland
Jones, Delna L., Econ. Dev. Dir.
Pacific N.W. Bell Telephone Co.
421 S.W. Oak St., 97204
503/242-5624

Peterson, Robert E.
Pacific Power & Light Co.
920 Southwest 6th Ave., 97204
503/243-3088

Roberts, Ronald L., Dir./R.E. Oper.
Upland Industries
921 S.W. Washington St., Ste. 777
Pittock Block Bldg., 97205
503/226-4888

Rosenburg
Kuhn, G. Anthony, Exec. Dir.
C.C.D. Business Dev. Corp.
744 Southeast Rose St., 97470
503/672-6728



WASHINGTON

STATE INFORMATION:

Financial assistance to industry:
- IRB/Umbrella Bonds
- Aid for job training
- Community Economic Revitalization Board grants/loans
- Sales tax deferrals
- B&O tax credit

Tax rates:

Corporate income tax .... none
Personal income tax .... none
Sales tax 6.5%
(local 0.5-1.0%; up to 0.6% metro tax optional)
Business occupation tax
Tax imposed on gross receipts. Tax rate varies from 0.011% to 1.5%, depending on type of activity
Franchise fee $500
$100.00/yr renewal
Incorporation fee $175
$50.00/yr renewal
Inventory tax .... phased out
Gasoline tax .... $.18/gal.

Advanced education facilities:

Four-year colleges & universities.....22 (Public & private)
Two-year or junior colleges ....27 (Public only)
Vocational & business schools..........5 (Public only)
Regional vocational skill centers.......8 (Public only)

WASHINGTON

Medical facilities:

Hospitals (licensed)	105
Clinics	NA

Labor analysis:

Civilian labor force (11/88)	2,345,100
High-school grads	50,499 (1986-87)

For additional labor market information, contact Employ. Security Dept., 212 Maple Park, KG-11, Olympia, WA 98504, 206/438-4800

Environment controls:

Air & water pollution: Dept. of Ecology, Olympia, 98504, 206/459-6000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1988
	—Thousands—	
WASHINGTON	4,130.2	4,548.9
Auburn	26.4	30.7
Bellevue	73.9	82.5
Bellingham	45.8	46.3
Bremerton	36.2	35.8
Edmonds	27.5	NA
Everett	54.4	61.9
Kennewick	34.4	37.6
Longview	31.1	NA
Olympia	27.4	31.2
Renton	30.6	NA
Richland	33.6	30.7
Seattle	493.8	487.9
Spokane	171.3	174.8
Tacoma	158.5	162.1
Vancouver	42.8	44.5
Walla Walla	25.6	NA
Yakima	49.8	50.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1988
	—Thousands—	
Bellingham	106.7	117.3
Bremerton	146.6	173.1
Olympia	124.3	151.5
Richland-Kennewick- Pasco	144.5	142.4
*Seattle	1,606.8	1,796.8
Spokane	341.8	358.5
*Tacoma	485.6	546.9
*Vancouver	192.0	216.6
Yakima	172.5	185.6

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (9/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON	340.7	40.0	11.72
Seattle	198.3	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (9/88)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WASHINGTON	2,289.9	125.4	5.5
Seattle	1,022.0	44.4	4.3

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Seattle 11/88
Office, professional, & technical	
Payroll clerks	$ 9.45
Accounting clerks	8.81
File clerks	6.38
Typists (non-manufacturing)	7.38
Key entry operators (non-mfg.)	8.02
Secretaries	9.18
Switchbd opr-recept's	7.62
Word processors	9.24
Drafters	NA
Electronics technicians	15.56
Computer operators	10.95
Computer programmers	12.64
Computer systems analysts	18.69
Maintenance & powerplant	
Carpenters	15.12
Electricians	NA
Engineers, stationary	15.67
Machinists (manufacturing)	13.80
Mechanics (machinery)	15.03
Custodial & material movement	
Guards	5.39
Janitors, porters, & cleaners	6.97
Laborers, mat'l handling	10.52
Shippers & receivers	9.42
Truckdrivers	13.39
Forklift operators	11.69

Industrial Mix (1987)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	87.3	36.6	16.06
MANUFACTURING	316.8	40.6	11.70
DURABLE GOODS	222.4	NA	NA
Lumber & wood prods.-SIC 24	40.0	38.5	10.99
Furniture & fixtures-SIC 23	3.7	NA	NA
Stone, clay, & glass prods.-SIC 32	6.5	NA	NA
Primary metals inds.-SIC 33	11.2	43.9	12.55
Fabricated metal products-SIC 34	10.4	NA	NA
Machinery, except electrical-SIC 35	16.3	NA	NA
Electrical & electronic equip.-SIC 36	13.1	NA	NA
Transportation equipment-SIC 37	106.0	42.4	13.40
Instruments & related prods.-SIC 38	10.7	NA	NA
Misc. mfg. industries-SIC 39	4.7	NA	NA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Auburn — 9e, 2g, 13g
Bellevue — 9e, 13g
Bellingham — 9e, 1g
Bremerton — 9e, 1g
Edmonds — 8e
Everett — 8e, 13g
Kennewick — 5e, 1g
Longview — 7e, 1g
Olympia — 9e, 13g
Renton — 9e
Richland — 10e, 1g
Seattle — 11e, 13g
Spokane — 14eg
Tacoma — 12e, 13g
Vancouver — 6e, 3g
Walla Walla — 4e, 1g
Yakima — 4e, 1g

1. Cascade Natural Gas Corp.
   222 Fairview Ave. N., Seattle 98109
2. Enumclaw Gas Dept.
   1339 Griffin Ave., Enumclaw 98022
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland, OR 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland, OR 97204
5. P.U.D. No. 1, Benton County
   Box 6270, Kennewick 99336
6. P.U.D. No. 1, Clark County
   1200 Ft. Vancouver, Box C-005
   Vancouver 98668
7. P.U.D. No. 1, Cowlitz County
   960 Commerce Ave., Box 3007,
   Longview 98632
8. P.U.D. No. 1, Snohomish County
   2320 California, Box 1107, Everett 98206
9. Puget Sound Power & Light Co.
   Puget Power Bldg., Bellevue 98009
10. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352
11. Seattle City Light
    1015 Third Ave., Seattle 98104
12. Tacoma Pub. Utilities, Light Div.
    Box 11007, Tacoma 98411
13. Washington Natural Gas Co.
    815 Mercer St., Seattle 98109
14. Washington Water Power Co.
    1411 E. Mission Ave., Box 3727,
    Spokane 99220

Rural utilities contact:

Pacific Northwest Generating Co.
Dave Harper, Exec. Asst.
500 N.E. Multnomah, Ste. 1480
Portland, OR 97232-2044
503/235-3500

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Auburn 1, 5 (Seattle)
Bellevue 1 (Seattle)
Bellingham 1, 21, 29, 36, 38
Bremerton 1 (Seattle)
Edmonds 1 (Everett)
Everett 1, 36
Kennewick 1, 5 (Pasco)
Longview 1, 5 (Portland, OR)
Olympia 1, 5 (Seattle)
*Pasco 1, 16, 21, 37, 38
Renton 1 (Seattle)
Richland 1, 5 (Pasco)
Seattle 1-25, 27-38

Spokane 1, 7, 15, 16, 21, 25, 26, 32, 35, 37
Tacoma 1, 5 (Seattle)
Vancouver 1, 5 (Portland, OR)
Walla Walla 1, 21
Yakima 1, 5, 21, 37, 38
**Under 25,000*

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. CP Rail
4. Illinois Central
5. Union Pacific System

Airlines

6. Air Canada-Air BC Ltd.
7. Alaska Airlines
8. American
9. America West
10. Braniff
11. British Airways
12. Canadian Arlns. Intl.
13. Canadian Arlns. Intl. Can Part-Time Air
14. Coastal Airways
15. Continental
16. Delta
17. Eastern
18. Finnair
19. Harbor Airlines
20. Hawaiian Airlines
21. Horizon Air/Alaska Airlines Commuter
22. Japan Air Lines
23. Lake Union Air Service
24. Mexicana
25. Northwest
26. Northwest Airlink-Big Sky Airlines
27. Pan American World Airways, Inc.
28. Piedmont
29. San Juan Airlines
30. SAS
31. Skylink Airlines
32. Sunworld Intl. Airways
33. Thai Airways Int'l.
34. TWA
35. United
36. United Airlines-San Juan Airlines
37. United Express-NPA
38. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	450
Portland	900	43,900
Clays	284	1,760
Gem stones	NA	200
Peat	9	227
Sand & gravel:		
Construction	25,800	84,000
Industrial	W	W
Stone:		
Crushed	11,000	35,700
Dimension	1	69
Combined value of barite (1985), calcium chloride (natural, 1985-86), diatomite, gold, gypsum, lime, magnesium metal (1986-87), olivine, silver, and values indicated by symbol W		235,705
Total 1987 (preliminary)		402,011

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bellingham	37	62	5638	57
Everett	38	63	5352	76
Longview	39	64	5059	139
Seattle	41	65	4681	200
Spokane	26	70	6882	411
Tacoma	40	65	4796	158
Vancouver	38	66	5026	269
Yakima	28	70	6031	484

DEVELOPMENT COUNSELORS:

State Development Agency

Cudaback, Daniel D.
Dir. Domestic & Int'l Invest. Div.
Washington State Dept. of Trade & Eco. Dev.
312-1st Avenue North
Seattle, WA 98109-4598
206/464-6282

Areas & Others

Seattle
Fleming, George T., Econ. Dev. Mgr.
Pacific N.W. Bell Telephone Co.
1600 7th Ave., Rm. 1906, 98191
206/345-5210
Knapp, T. F., R.E. Oper. Dir.
Upland Industries Corp.
16400 Southcenter Pkwy.
Suite 305, Southcenter Pl., 98188
206/575-4620

PUERTO RICO

STATE INFORMATION:

Financial assistance to industry:

Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment, and machinery and rental costs. Incentives are based on industry and location requirements.

Industrial parks and standard buildings are constructed in advance of demand, and facilities are built to specifications under turn-key contracts. Standard rentals are $1.25 to $2.50 per square ft.

Electric power rate reductions of 25% are also available to companies establishing new or expanded manufacturing facilities that meet minimum power demand requirements. 25% payroll rebates are available to companies that hire low-income workers in designated high-unemployment municipalities. All U.S. federal industry incentives are available in Puerto Rico, including those applicable to areas of high unemployment and to minority enterprises.

Tax rates:

Puerto Rico has a unique status under U.S. tax codes. Qualifying companies receive 100% credit against federal taxes on corporate income repatriated from P.R.

Local tax incentives on corporate income and real estate personal property provide 90% exemption for 10 to 25 years, depending on the location. Municipal taxes and fees, which are legally limited, are 60% exempt for this period.

Advanced education facilities:
University campuses 6
Regional (community) colleges 27
Vocational schools 14
Technical institutes 5
Industrial Pharmacy Educational Services (IPES) 1
Puerto Rico High-Tech. Council 1
Industrial Training Center 1
(Public/private scholarships for industrial Master's degrees)

Environmental controls:
Environmental Quality Board
Santos Rohena Betancourt, Pres.
204 Del Parque St.
P.O. Box 11488
Santurce, PR 00910
809/725-5140

Environmental Issues Division
P.R. Industrial Development Co.
P.O. Box 2350
San Juan, PR 00936
809/758-4747

POPULATION:

Municipalities over 25,000

	Census 1980	Estimate 1986
PUERTO RICO	3,196,520	3,274,000
Aguada	31,567	31,400
Aguadilla	54,606	53,900
Arecibo	86,766	91,000
Bayamón	196,206	211,600
Cabo Rojo	34,045	34,900
Caguas	117,959	126,300
Camuy	24,884	26,000
Canovanas	31,880	31,400
Carolina	165,954	162,900
Cataño	26,243	26,600
Cayey	41,099	43,100
Cidra	28,365	28,900
Coamo	30,822	32,200
Corozal	28,221	28,800
Dorado	25,511	27,900
Fajardo	32,087	34,700
Guaynabo	80,742	85,200

PUERTO RICO

Guayama	40,183	40,700
Gurabo	23,574	26,500
Hatillo	29,958	29,300
Humacao	46,134	50,500
Isabela	37,435	37,700
Juana Diaz	43,505	42,600
Juncos	25,397	27,600
Lares	26,743	27,600
Mayaguez	96,193	98,900
Manati	36,562	40,600
Moca	29,185	28,400
Ponce	180,046	190,700
Rio Grande	34,283	39,800
Salinas	26,438	26,200
San German	32,922	35,500
San Juan	434,849	431,200
San Lorenzo	32,428	31,700
San Sebastian	35,690	34,900
Toa Alta	31,910	32,600
Toa Baja	78,246	80,800
Trujillo Alto	51,389	53,800
Utuado	34,505	34,100
Vega Alta	28,696	27,700
Vega Baja	47,115	48,300
Yabucoa	31,425	30,400
Yauco	35,742	38,900

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1988
152.8	151.4	Arecibo
160.3	146.3	*Caguas
265.9	184.5	Mayaguez
200.5	137.7	Ponce
232.6	256.8	*San Juan
1,509.4	1,107.9	

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Area Wage Survey

Average straight-time hourly earnings

	Puerto Rico 9/87
Office, professional, & technical	
File clerks	$4.70
Secretaries	7.21
Typists	5.29
Switchbd operators	5.53
Drafters	7.34
Electronics technicians	9.20
Computer operators	7.40
Maintenance & powerplant (men)	
Carpenters	6.30
Electricians	7.66
Engineers, stat'ry	8.24
Machinists	9.19
Mechanics (machinery)	8.44
Tool & die makers	9.38
Custodial & material movement	
Guards and watchmen	3.85
Janitors, porters, & cleaners	4.21
Laborers, mat'l hdlg	5.21
Shipping packers	4.73
Truckdrivers	6.84
Forklift operators	6.30

Unemployment

Percent of workforce unemployed as of October 1988 .... 14.5%

Average Hourly Earnings in Manufacturing by SIC

SIC		Puerto Rico *7/88
23	Apparel & related prods	$ 4.02
28	Chemicals & allied prods	8.10
36	Electrical machinery, equip., & supplies	5.58
34	Fabricated metal products	5.16
20	Food & kindred products	5.93
25	Furniture & fixtures	4.08
31	Leather & leather prods	4.11
24	Lumber & wood products	4.05
35	Machinery, except elec.	6.26
26	Paper & allied products	5.16
29	Petroleum refining & related industries	10.11
33	Primary metal industries	5.45
27	Printing, publishing & allied industries	6.39
38	Professional & scientific instruments	5.94
30	Rubber & misc. plastic products	6.27
32	Stone, clay, glass, & concrete products	6.09
22	Textile mill products	4.62
21	Tobacco manufacturers	6.07
37	Transportation equipment	5.61
39	Misc. mfg. inds.	5.24
	All mfg. industries	5.54

*Preliminary

UTILITIES:

Carlos Alvarado, Exec. Dir.
PR Electric Power Authority
G.P.O. Box 4267
San Juan, PR 00936
809/721-1212, 725-4232

Hiram H. Puig, Gen. Mgr.
Communications Authority
Muñoz Rivera Ave. & Coll y Toste St.
P.O. Box 11248
Santurce, PR 00910
809/731-3131

Pedro Galarza, Pres.
PR Telephone Authority
G.P.O. Box 998
San Juan, PR 00936
809/782-8282

Luis Angel Ruiz-Javier, Exec. Dir.
Aqueduct & Sewer Authority
P.O. Box 7066
Hato Rey, PR 00916
809/758-5757

TRANSPORTATION:

Esteban Davila, Exec. Dir.
Puerto Rico Maritime Shipping Authority
P.O. Box 71105
San Juan, 00936
809/754-6565

(Provides regular round-trip sailing between San Juan and major main land, Gulf, South Atlantic and East Coast ports, and Pacific Coast terminals.)

Domestic Airlines

American
Eastern
Flying Tigers
Delta
Trans World Airlines

Port Authority

José Buitrago, Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,300	107,100
Clays	127	257
Lime	24	3,291
Sand & gravel	55	908
Total 1987 (preliminary)		111,556

* thousand short tons

CLIMATE:

Year-round average temperature .... 80°

DEVELOPMENT COUNSELORS:

State Development Agency

Colorado, Antorio J., Admin.
Econ. Dev. Admin.
G.P.O. 2350
San Juan, PR 00936
809/758-4747

Melendez, Hector, Dpty. Admin.
Econ. Dev. Admin. of P.R.
1290 Ave. of the Americas
New York, NY 10104
212/245-1200

Facilities Counselor

Ignacio, Rafael L., Pres.
P.R. Industrial Dev. Co.
G.P.O. Box 2350
San Juan, PR 00936
809/758-4747

Financial Counselor

Gonzalez, Jose R., Pres.
Gov't. Dev. Bank for P.R.
P.O. Box 42001
Minillas Station
Santurce, PR 00940
809/722-2525

O N T A R I O

World-Class Muscle

by Robin Barstow

Building on its advantages of bountiful natural resources, cheap electricity and excellent location, Ontario is home to a modern and diversified economy.

Located on the northern side of the Great Lakes, Ontario has an affluent, highly-educated and hard-working population of 9.2 million people.

Ontario is also big. It covers more than 400,000 square miles, roughly the area of France and Spain combined. To the south, Ontario shares the Great Lakes with six American states—New York, Pennsylvania, Ohio, Michigan, Wisconsin, and Minnesota. The French-speaking province of Quebec is to the east and the prairie province of Manitoba to the west.

More than half of the country's manufacturers are located in Ontario, and this province alone produces almost 40 percent of all Canadian export goods.

Industrial corridor

While much of northern Ontario is covered by lakes and forests, the southern portion of the province shares lush farmland with a 300-mile-long industrial corridor stretching from Detroit to just past Toronto. This is Ontario's—and Canada's—manufacturing heartland.

A wide variety of businesses are located in this area,but there's one industry that clearly dominates the southern Ontario economy: The Automobile Industry.

More than 140,000 people are employed by 500 companies in this $40-billion-a-year (CDN) industry.

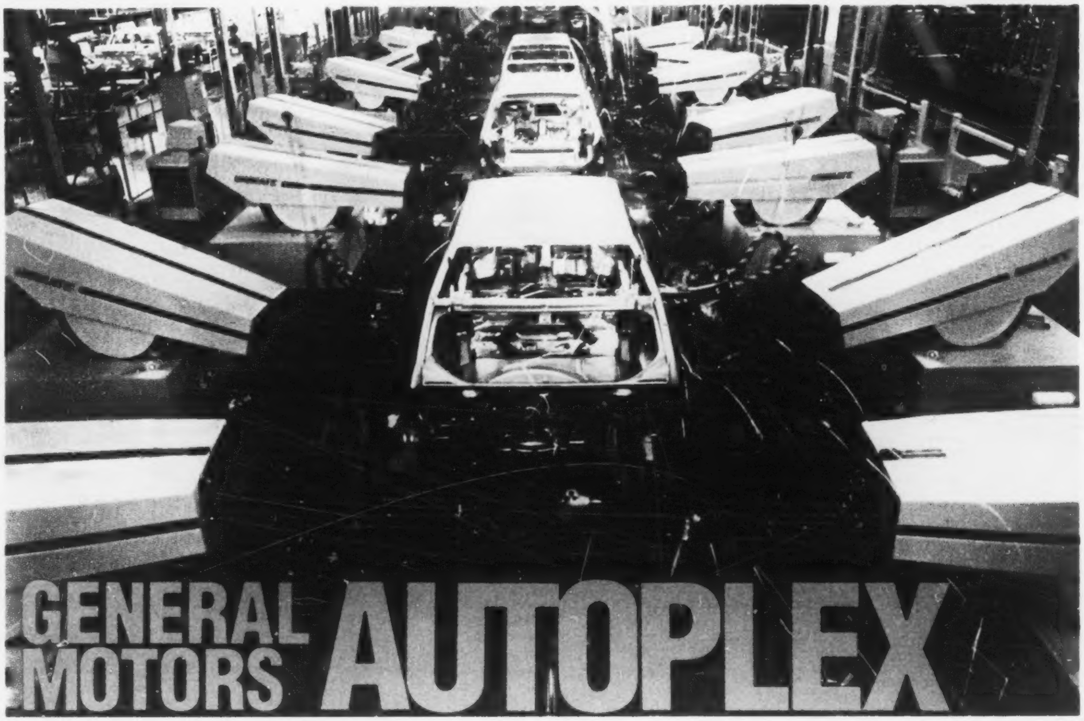
A quick glance at some of the major cities scattered along either side of Highway 401—the major artery that runs from Detroit all the way to Montreal—paints a portrait of southern Ontario's industrial might.

Oshawa, just east of Toronto, is home to General Motors of Canada and its massive motor vehicle assembly operations. Since 1980, GM has invested $8 billion to increase production at its Canadian assembly and parts plants. When GM's ultra-modern Autoplex project reaches full production this spring, it will be capable of assembling more than 700,000 vehicles per year in three separate plants. GM produces its GM-10 series of vehicles from this huge complex.

Toronto

Toronto, the provincial capital, is a big, liveable city of more than two million people and it is Canada's preeminent business and financial city. More than 80 percent of Canada's head offices are located in Toronto and the city is the base for most foreign banks operating in Canada. The headquarters of five of Canada's six major banks are located in Toronto and the city is home to Canada's biggest stock exchange.

Many aerospace, transportation and telecommunications companies are also located in Toronto. Boeing and McDonnell Douglas have major design and manufacturing



Oshawa is the most desirable location in North America for your corporate expansion due to the development of the largest and most modern automotive facilities in North America — **General Motors Autoplex.**

This multi-billion-dollar combination of high tech sophistication and synchronized just-in-time inventory and distribution systems has placed Oshawa well into the 21st Century.

Oshawa feels confident that as it had room for **General Motors Autoplex** it has room for your corporate expansion.

Our City has excellent road and rail networks to the most populous markets in North America. We have a deep-sea harbour and a year-round airport with both freight and passenger services. We have the energy requirements, the services, the educational facilities, a vibrant local business community, and a stable, dependable workforce. And we have the recreation, lifestyle options and housing accommodation choices to suit every taste.

Think — Oshawa, Canada! Write or call and we shall gladly send you all the facts you need. Better still, come visit and let us show you the superb opportunities we have.

OSHAWA ONTARIO CANADA

R. J. (Bob) Nicol, C.I.D., Ec.D.
Director, Economic Development

For more information contact:

The Economic Development Department
The Corporation of the City of Oshawa
Oshawa City Hall
50 Centre Street South
Oshawa, Ontario, Canada
L1H 3Z7

(416) 725-7351
(416) 686-1900 Toronto Line

Photo courtesy: General Motors of Canada Limited
1987

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facilities in the area. Canada's best known hi-tech export, the remote manipulator arm used by U.S. space shuttles to deploy satellites, was made by Spar Aerospace in Toronto.

Alliston, a little north of the corridor, is home to Honda which produces the popular Civics and Accords at the rate of 80,000 per year.

Oakville is the center of Ford's Canadian operations and home to the Canadian production of the popular Tempo, Topaz, Escort, Lynx, and light pick-up trucks. Ford's annual production in Oakville is near 400,000 vehicles.

Brampton/Bramalea is home to a very modern vehicle assembly plant built by American Motors and now owned by Chrysler. The Eagle and the Jeep are built here.

Hamilton, precisely at the westernmost end of Lake Ontario, is the center of Canada's state-of-the-art steel industry and the principle location for Canada's two biggest steel companies, Stelco and Dofasco.

The technology triangle

The "Technology Triangle," formed by the medium-sized communities of Kitchener-Waterloo, Cambridge, and Guelph, is home to several universities and research communities that revolve around mathematics, science, computers, engineering, and pure and applied research. Hewlett-Packard has an on-campus research facility at the University of Waterloo. Toyota is based in Cambridge and will be producing 50,000 vehicles a year here by 1990. Many defense and electronics companies are also located in this "technology triangle."

Ingersoll is home to the unique CAMI project—a joint venture between General Motors and Suzuki—which will produce 200,000 cars a year by 1990.

London is a large diversified community with a major university. The automotive and health care industries play a big role in the local economy. Sarnia has a petrochemical industry.

Windsor, across the river from Detroit, is a major automobile manufacturing center that supplies many parts and components for cars and trucks made in Ontario and the U.S. Chrysler builds its popular mini vans here.

To supply this massive industrial machine, many parts suppliers are scattered across southern Ontario. Homegrown parts companies such as Magna, with more than $1 billion in annual revenues, specialize in out-sourcing components for these companies.

Further north, Ottawa is the national capital and home to a substantial computer and electronics industry.

Sudbury, the site of one of the world's largest nickel mines, is a manufacturing center for mining equipment. Thunder Bay, at the western extreme of Lake Superior, is a major pulp-and-paper and forestry center.

Building on an industrial foundation like this, the provincial economy has a Gross Domestic Product of more than $140 billion (U.S.).

Thirty-six percent of Canadians, live in Ontario; meanwhile, the province generates 40 percent of Canada's GDP and 60 percent of its manufactured exports.

The statistics

To put the magnitude of Ontario's economy into some context, it is worth considering these statistics:

- If Ontario were an independent country, it would rank 11th in the world in terms of GDP. Ontario's GDP of $142 billion (U.S.) in 1986 was larger than that of Switzerland, Sweden, Austria, and Denmark.

- Ontario is the United States' third largest trading partner after Canada and Japan.

- While Canada was jumping ahead of its major industrial competition with a 3.8% growth in real GDP in 1987, Ontario was setting its own records with a robust 4.7% growth.

- Thirty-six percent of Canadians live in Ontario; meanwhile, the province generates 40% of Canada's GDP and 60% of its manufactured exports.

- From 1982 to 1987, employment in Ontario grew by more than 630,000 jobs.

Upgraded Tire Production

In late 1986, industry analysts for the Government of Ontario, realized that the province's four major tire producers—Goodyear, Uniroyal/Goodrich, General Tire, and Firestone—were all operating increasingly dated plants that might be closed if they were not upgraded.

For a province that will be producing about eight million cars a year by the early 1990s, that was unthinkable.

Industry specialists in the provincial Ministry of Industry, Trade and Technology (MITT) immediately started a "sector analysis" to educate themselves about the industry and to build relationships with the individual companies and their trade association, The Rubber Association of Canada.

These four companies employed about 6,400 people in older plants that produced the increasingly obsolete bias-ply tire.

"Our main concern was to reposition these companies to be global players that would be as efficient as any tire plant in Japan, Korea or Western Europe," says Peter Tanaka, acting director of MITT's business development branch.

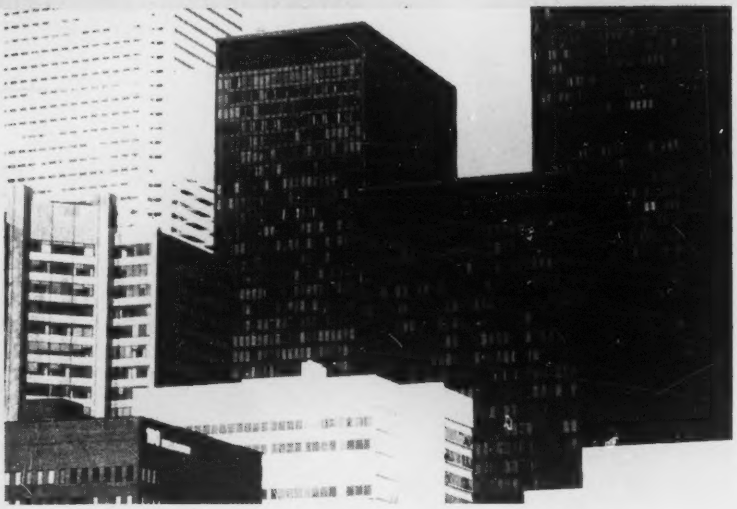
"These companies were not losing money, but they were under-performing their competition on a global basis. The tire industry in Ontario was producing nine tires per day per employee, compared to a world average of 14 tires per day per employee. The industry is also mature and going through a shakeout triggered by the 1982 recession."

Tanaka said the province's options were: do nothing, facilitate a merger or acquisition by another tire company, look for a new tire company from Europe, try and find a buyer for the Firestone plant after it closed—or, encourage the existing players to upgrade their operations.

Tanaka said the Ministry's goal was to have a world-class tire industry in Ontario with upgraded plants by the time the industry shakeout was finished in the early 1990s.

Not only did the province want a competitive tire industry for its own sake, but also to keep the massive Canadian automobile industry competitive.

Since 1982, exchange-rate adjusted hourly wage rates in Ontario have been significantly lower than in American states such as Kentucky, Indiana, Ohio, and Michigan.



Competitive advantages

Monte Kwinter, Ontario's Minister of Industry, Trade and Technology, says, quite simply: "Ontario is a good place to do business.

"Our province offers one of the world's fastest growing economies and has access to the rich North American market—at lower cost and with a higher quality of life than in many areas of the United States. We are located at the very center of that market, with 164 million consumers living within two days drive of our border. In fact, 120 million people live within just one day's drive."

According to *Investment Canada*, between June 1985 and March 1987, almost 2,000 new foreign investments entered Canada. Of that number, more than 60 percent were destined for Ontario.

To achieve this level of economic sucess, Ontario, obviously, must have quite a few competitive advantages. In the view of many domestic and foreign businessmen, as well as international trade experts, Ontario offers distinct advantages in the following areas:

Natural resources, cheap and plentiful electricity, a low rate of labor disruption, an educated and highly skilled labor force, excellent air, land, sea, and electronic communications, a liveable major city, lots of R & D, many financing options from banks, venture capitalists and the stock market, and, for more than 10 years, a significantly cheaper dollar. There are also numerous provincial and federal government agencies that offer many forms of advice and financial assistance to prospective investors. Finally, there are a series of bilateral agreements between Canada and the U.S. that are designed to reduce tariffs and encourage trade.

Natural Resources. Ontario is one of the world's largest producers of silver, nickel, uranium, and zinc and has significant deposits of gold, copper and lead. The province's pulp and paper industry supplies six percent of the world's total newsprint production.

Electricity. By exploiting massive sources of hydroelectric power such as Niagra Falls, Ontario's electrical

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rates are less than 25 percent of comparable rates in New York City and less than half the rates for San Francisco, Chicago and Houston. Ontario Hydro, the state-owned electrical utility, owns and operates 80 hydraulic, fossil and nuclear generating stations. Ontario Hydro directly serves more than 100 large industrial customers. Eight nuclear power plants also make an important contribution to this power grid. Ontario also enjoys a secure and uninterrupted supply of natural gas and petroleum products from western Canada.

Few Strikes. During the mid-1980s, between 94 and 96 percent of all collective agreements were negotiated without work stoppages of any kind.

Skilled and Productive Labor Force. Twenty-five percent of the province's labor force holds degrees or diplomas from colleges or universities; another 100,000 people are learning technical or vocational skills at community colleges.

Ontario's skilled labor force, given top ratings by the European Management Forum, represents a major comparative advantage. In 1987, 1,451 engineers and scientists graduated with masters's degrees in Ontario, 40 percent of the Canadian total. In the same year, 450 engineers and scientists in Ontario received doctorates, 46 percent of the Canadian total. Forty-three percent of all engineers and scientists employed in Canada were employed in Ontario.

Since 1982, exchange-rate adjusted hourly wage rates in Ontario have been significantly lower than in American states such as Kentucky, Indiana, Ohio, and Michigan. Between 1982 and 1986, rates grew more slowly in Ontario than in these American states.

Ontario's labor force is not only cost-competitive, it is also productive. In 1987, Ontario's GDP per employed person (in terms of 1981 dollars) stood at $31,850, an increase of 15 percent since 1982.

Excellent Transportation and Communications. Ontario is well served by an excellent network of paved highways without tolls. The roads and bridges are kept in excellent repair. Toronto's international airport has direct connections to most major U.S., European and Asian cities. The St. Lawrence Seaway enables ships from around the world to dock at Toronto during most of the year. Canadian railways are integrated with U.S. rail networks. Voice and data telecommunications systems are fully integrated with their American counterparts.

Plentiful Research and Development. Ontario accounts for more than half of Canada's R & D expenditures. During the mid-1980s more than 55 percent of Canada's technology-intensive exports came from Ontario. Its best known hi-tech export is the "Canadarm", used by U.S. space shuttles to deploy satellites. Other major inventions in Ontario include the discovery of insulin by doctors Banting and Best in 1923 and the development of cobalt therapy and the electron microscope. The world's first long-distance telephone conversation took place in 1876 at Alexander Graham Bell's home in Brantford.

Ontario also has approximately 40 institutions of higher learning. These are supplemented by technology centers and research centers working in close cooperation with

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Make Durham Region your premier business address. Call collect (416) 668-8000, or write: Durham Region Economic Development Department, Box 623, 605 Rossland Road East, Whitby, Ontario, Canada L1N 6A3.

DURHAM REGION

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Ontario's best known export is the "Canadarm," used by U.S. space shuttles to deploy satellites.

industry. Their mandate is to ensure that basic research can be quickly transformed and diffused for use by the private sector.

This R & D infrastructure is fully supported by an extensive set of government programs designed to encourage and foster innovation. As a result, Ontario has been the premier center for research in Canada. Over the last decade, more than half of Canada's patents were granted to residents of Ontario.

A Liveable Major City. Toronto has a crime rate significantly below that of major U.S. cities, good urban transport, a populated city center, and a good public health care system. It has also been a magnet for foreign companies establishing themselves in Canada and North America. During 1987, rental rates for class "A" office space were lower in Toronto than in Miami, Los Angeles, Washington, D.C., and New York.

Lots of Money. As the financial capital of Canada, there are many sources of financing available for viable projects. Five of Canada's six biggest domestic chartered banks are based in Toronto. Of the almost 60 foreign-owned banks operating in Canada, 46 have their head offices in Toronto. Numerous trust companies, venture capital companies, private investors, and investment dealers are also located in Toronto.

Ontario is an affluent marketplace. In absolute terms in 1986, disposable income in Ontario ranked third among the industrialized market economies.

Favorable Exchange Rate. The Canadian dollar has been cheaper than the U.S. dollar since 1976. At present, one U.S. dollar buys approximately $1.20 in Canadian funds, a fairly significant premium. In effect, this makes Canadian goods and services 20 percent cheaper than their American counterparts.

Government Business Assistance Programs. The provincial government's Ministry of Industry, Trade and Technology often acts as a "consulting service" to potential investors. Their in-house experts: act as ombudsmen in dealings with other government departments, help find the right site, bring in the federal government to help on major projects when necessary, and occasionally offer financial assistance.

Bilateral agreements

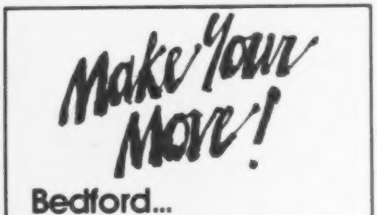
To foster its economy and boost exports, Canada has entered into a variety of bilateral trade agreements with the United States. The most important of these are: The Canada-U.S. Automotive Products Agreement, known as the "Autopact", the important but not widely known Defense Production Sharing Agreement, and the recently signed Canada-United States Free-Trade Agreement.

On January 1, 1989, the Canada-U.S. Free-Trade Agreement became law and both countries started phasing out tariffs on a wide range of products and services. The process will take 10 years. Trade between Canada and the U.S. is the biggest bilateral trading relationship in the world. Some of the products and services covered by the agreement include financial services, investment, general service industries, agriculture, fisheries, energy, wine and liquor.

From a macroeconomic perspective, the Free-Trade Agreement means lower input costs, more competition, and bigger markets. This agreement also includes a "binding disputes-settlement mechanism." This is the first time this process has been included in a bilateral trade agreement anywhere in the world and is intended to solve trade disputes before they become political disputes.

The Autopact is a conditional, free-trade agreement. Signed by Canada and the U.S. in 1965, it was designed to create a single North American market for cars, trucks, buses, tires, and automotive parts. Products traded under the Autopact must be at least 50 percent North American content.

The Defense Production Sharing Agreement has effectively eliminated tariffs on defense trade. The industry now operates with a non-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protected status and many Canadian defense companies have developed leading edge products in very specialized niches.

Financial incentives

In Ontario, municipalities are prohibited by law from offering financial incentives to companies to encourage them to locate in their communities. Financial incentives can only be offered by the provincial or federal government.

The provincial government, however, offers a wide range of assistance to prospective companies. The province, working with the provincial real estate industry, keeps a list of vacant commercial buildings. For example, if a U.S. autoparts maker needs a 5,000-square-foot plant with a good power supply, 20-foot ceiling and within a six-hour drive from the General Motors plant in Oshawa, provincial officials can quickly draw up a short list of suitable sites.

Financial incentives can only be offered by the provincial or federal government.

For a foreign company unfamiliar with Ontario's labor or environmental regulations, officials from the provincial Ministry of Industry, Trade and Technology can often help negotiate its way through the bureaucracy. For example, provincial officials like to tell the story of the factory that was going to locate in Ontario until they applied for an environmental permit. The environment department insisted that expensive scrubbers be installed on the smokestack—immediately. The company was about to locate elsewhere, but government officials helped negotiate a compromise that would permit the scrubbers to be installed over a five-year period.

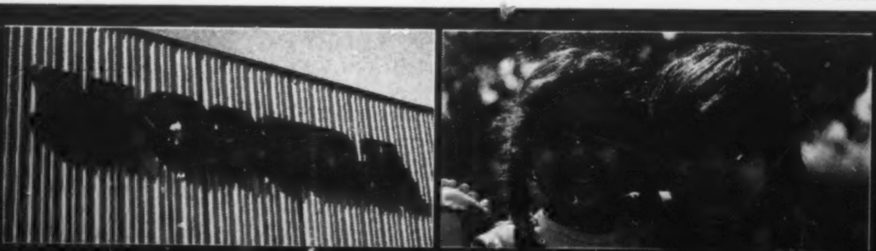
Provincial consultants will provide profiles of different communities across the province, organize tours of communities, and supply wage rates for various occupations. They also help register new companies and negotiate for utilities with gas, electric, water, and sewage officials.

While the province rarely offers direct grants, it is prepared to wheel-and-deal with various forms of concessional loans, such as interest rate deferral or interest rate forgiveness if certain conditions are met. It will also consider loan guarantees and export-support loans.

As the world evolves from a collection of local economies into a single global economy, Ontario is in the forefront. Helped by the Free-Trade Agreement, many Ontario companies are ideally positioned to use the North American market as a springboard into the global economy.

To coordinate Ontario's preparation for the 21st century, Premier David Peterson is chairing a high-powered committee of business, academic and labor leaders called the Premier's Council.

Their job is to identify the sectors of the economy where Ontario is or can be a world leader, and to help the companies achieve their goals. The Council will also help Ontario's smokestack industries make the necessary changes to compete in a global economy. ☐



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John D. Morand L.L.B., Ec.D., C.I.D.,
Commissioner
Economic Development Department
City of Scarborough
150 Borough Drive, Scarborough
Ontario, Canada M1P 4N7
Tel: (416) 396-7743 Fax: (416) 396-4241

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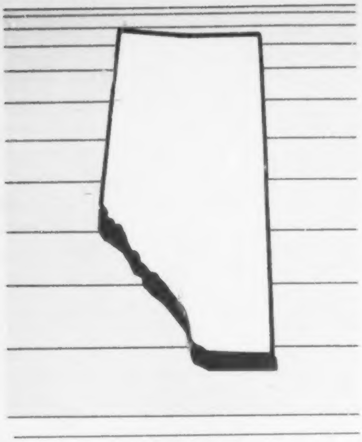


ALBERTA

PROVINCE INFORMATION:

Financial assistance to industry:

Manpower aid for job training & job creation

Loans & equity participation through Alberta Opportunity Company (a Crown corporation)

The Western Transp. Ind. Dev. Prog. includes grants for food & agri. processors for ind. diversification projects & for related research & dev.

Loan guarantees for Alberta exporters

Tax rates:

Corporate income tax:
General.. 11%
(5% for mfg. business; 0% for small business effect. Apr. 1985)
Personal income tax ....43.5% of federal
Sales tax .... none
Incorp. & franchise tax................. none
Inventory tax.................................. none
Gasoline tax .... none

Advanced education facilities:
Four-year colleges & universities.......4
Two-year or junior colleges 10
Vocational & business schools..........6

Medical facilities:
Hospitals 132
Clinics.. 130

Labor analysis:
Civilian labor force................1,145,000
High-school grads 23,249

Environment controls:

Air & water pollution: Environmental Permits & Licenses:

John Deflr, Dir., Standards & Approvals Br., Alberta Environ., Oxbridge Place, 5th Fl., 9820-106 St., Edmonton, T5K 2J6, 403/427-5883

Environmental spills etc.: R. N. Briggs, Dir., Pollution Control Div., (same address as above), 403/427-6270; Emergency No. 800/222-6514

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1988
	—Thousands—	
ALBERTA	2,237.7	2,385.2
Calgary	592.7	640.9
Edmonton	532.2	575.9
Lethbridge	NA	59.4
Medicine Hat	40.3	41.5
Red Deer	NA	56.4
St. Albert	32.9	37.8

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Calgary	592.7	677.4
Edmonton	657.0	789.3

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALBERTA	86.5	37.3	12.72
Calgary	34.4	36.3	12.16
Edmonton	30.1	37.5	12.93

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALBERTA	1,197	96	7.4

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	86.5	37.3	12.72
DURABLE GOODS	39.7	38.2	13.32
NONDURABLE GOODS	46.8	36.4	12.07
Food & beverages-SIC 101-109	14.9	36.8	12.08
Wood prods.-SIC 251-259	5.4	38.7	12.03
Paper & allied ind.-SIC 271-274	2.9	40.3	16.21
Printing, pub., & allied ind.-SIC 286-289	9.3	30.7	11.42
Primary metal ind.-SIC 291-298	3.5	38.8	16.75
Metal fabricating ind.-SIC 301-309	9.4	37.4	13.98
Machinery, except elec.-SIC 311-318	7.7	37.6	13.07
Transportation equip.-SIC 321-329	2.7	37.1	12.41
Electrical prods.-SIC 331-339	3.2	39.8	13.90
Nonmetallic min. prods.-SIC 351-359	4.9	39.8	13.83
Petroleum & coal prods.-SIC 365-369	4.0	38.5	19.24
Chemicals & chem. prods.-SIC 372-379	5.4	40.6	15.57

*employees paid by the hour, including overtime

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Calgary — 1e, 2g
Edmonton — 3e, 6g
Lethbridge — 4e, 2g
Medicine Hat — 5eg
Red Deer — 7e, 6g
St. Albert — 8e, 6g

1. Calgary Electric System
2808 Spiller Road, Box 2100
Calgary T2P 2M5
2. Canadian Western Natural Gas Co.
909 11th Ave., S.W.
Calgary T2R 1L8
3. Edmonton Power
Century Place, 9803-102 A Ave.,
Edmonton T5J 3A3
4. Lethbridge Electric Dept.
City Hall, Lethbridge T1J OP6
5. Medicine Hat Utilities
580 1st St., S.E.
Medicine Hat T1A 8E6
6. Northwestern Utilities Ltd.
10035 105th St., Edmonton T5J 2V6
7. Red Deer Electric Light & Power
Box 5008, Red Deer T4N 3T4
8. Transalta Utilities Corp.
110 12th Ave., S.W., Box 1900
Calgary T2P 2M1

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Calgary 1-5, 7-13, 15, 16
Edmonton 1, 3-9, 11, 14, 16
Lethbridge 3, 5, 9
Medicine Hat 3, 9
Red Deer 1, 3 (Calgary)
St. Albert 1 (Edmonton)

Railroads

1. Canadian National Rwy.
2. Chicago and North Western Transportation
3. CP Rail

Airlines

4. Air Canada
5. Air Canada-Air BC, Ltd.
6. Air Canada-Northwest Territorial Airways, Ltd.
7. America West
8. Canadian Airlines Intl.
9. Canadian Airlines Intl. Can Part-Time Air
10. Continental
11. Delta
12. KLM
13. Lufthansa
14. Northwest
15. United
16. Wardair

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Gold (g)	17	329
Peat (metric ton)	74	14,395
Quartz (mt)	NA	4,300
Salt (metric ton)	1,470	15,380
Sodium sulfate	NA	2,816
Sulfur, elemental (metric ton)	6,583	604,805
Fuels		
Coal (metric ton)	25,070	396,000
Natural gas (thous. m^3)	62,195	3,843,639
Natural gas by-products (m^3)	20,111	1,955,955
Petroleum, crude (m^3)	70,835	10,003,912
Structural Materials		
Clay products	NA	14,063
Cement (metric ton)	1,075	132,060
Lime (metric ton)	206	17,738
Sand & gravel (metric ton)	44,350	141,025
Stone (metric ton)	260	1,475
Total 1987 (preliminary)		17,148,092

CLIMATE:

	Mean Temp. F. Jan	Mean Temp. F. Jul	Average No. of Days of Precipitation
Calgary	12	62	113
Edmonton	6	64	121
Medicine Hat	10	68	89

DEVELOPMENT COUNSELORS:

Province Development Agency

Schmidt, Lori, Mngr.
Business Locations
Alberta Econ. Dev. & Trade
10h Fl., Sterling Place
9940-106 St.
Edmonton, T5K 2P6
403/427-2005

Areas & Others

Calgary

McDonald, Bruce A., Dir. Bus. Dev. Dept.
Calgary Econ. Dev. Authority
P.O. Box 2100, Station M, T2P 2M5
403/268-2771

Edmonton

Allcock, W. F. (Bill), Gen Mgr.
Edmonton Econ. Dev. Authority
9797 Jasper Ave.
Edmonton Convention Centre,
T5J 1N9
403/424-7870

Dove, A. J., Ind. Dev. Mgr.
Mountain Region
CN Rail
10004-104 Ave., T5J 0K2
403/429-8388

Lethbridge

Henderson, Helen, Econ. Dev. Dir.
City of Lethbridge, City Hall
910-4th Ave. S., T1J 0P6
403/320-3907

Lac La Biche

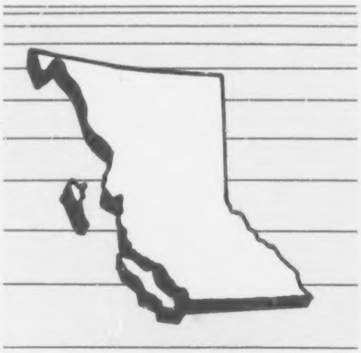
McArthur, David N.S., Dir.
Economic Dev. Program
Regional Econ. Dev. Council
Box 658, T0A 2C0
403/623-4493

Medicine Hat

Cormier, David A., Econ. Dev. Mgr.
City of Medicine Hat
City Hall, T1A 0C7
403/526-5971

Red Deer

Scott, Alan V., Econ. Dev. Dir.
City of Red Deer
P.O. Box 5008, T4N 3T4
403/342-8105



BRITISH COLUMBIA

PROVINCE INFORMATION:

Financial assistance to industry:

- Conventional financing for buildings & equipment
- Several programs provide loans at reduced rates for modernization, expansion or establishment of manufacturing or processing facilities
- Five-year provincial corporate income tax holiday for designated industries.
- Provincial venture-capital fund for assisting advanced-technology start-ups & expansions
- Tax rebates to encourage venture capital corps.
- Incentives for employee share ownership plans

Tax rates:

Corporate income tax (general)	14%
Corporate income tax (small bus.)	11%
Personal income tax	8.76-14.94% of taxable income
Personal property tax	none
Sales tax	6%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	(Cdn.) $0.075/liter

Advanced education facilities:

Colleges & universities	18
Vocational & other institutions	4

Medical facilities:

Hospitals	134

Labor analysis:

Civilian labor force	1.5 million
High-school grads	1.4 million

Environment controls:

Air & water pollution: Mr. R.H. Ferguson, Dir., Waste Mgt. Branch, Ministry of Environ., 810 Blanshard St., Victoria, B.C. V8V 1X5, 604/387-9993

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1988 —Thousands—
BRITISH COLUMBIA	2,744.7	2,961.2
Burnaby	136.5	NA
Chilliwack	40.6	NA
Kamloops	64.0	61.5
Kelowna	59.2	62.4
Nanaimo	47.1	50.1
New Westminster	38.6	40.8
North Vancouver	34.0	36.6
Port Coquitlam	27.5	29.9
Prince George	67.6	68.2
Vancouver	414.2	440.2
Victoria	64.4	67.5

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1987 —Thousands—
Vancouver	1,268.2	1,429.8
Victoria	233.5	263.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
BRITISH COLUMBIA		
169.4	35.5	15.37
Vancouver		
92.1	35.2	14.42
Victoria		
4.9	34.6	12.95

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
BRITISH COLUMBIA		
1,416	155	9.9

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
169.4	35.5	15.37
DURABLE GOODS		
94.3	35.5	15.84

NONDURABLE GOODS	75.1	35.5	15.21
Food & beverages-SIC 101-109	24.5	34.6	14.41
Wood prods.-SIC 251-259	44.8	35.2	15.85
Paper & allied ind.-SIC 271-274	19.9	37.5	19.47
Printing, pub., & allied ind.-SIC 286-289	10.7	28.9	16.30
Primary metal ind.-SIC 291-298	6.7	36.4	16.44
Metal fabricating ind.-SIC 301-309	9.6	37.1	16.88
Machinery, except elec.-SIC 311-318	7.8	36.7	15.04
Transportation equip.-SIC 321-329	11.6	32.2	16.23
Electrical prods.-SIC 331-339	4.4	38.8	13.65
Nonmetallic min. prods.-SIC 351-359	4.2	37.9	15.79
Petroleum & coal prods.-SIC 365-369	1.1	52.3	16.06
Chemicals & chem. prods.-SIC 372-379	4.4	37.2	14.51

*employees paid by the hour, including overtime

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Kamloops — 1e, 2g
Kelowna — 3e, 2g
Nanaimo — 1e, 5g
New Westminster — 1e, 4e
North Vancouver — 1e
Prince George — 1e, 2g
Vancouver — 1eg
Victoria — 1eg

1. British Columbia Hydro (Electric)
   970 Burrard St., Vancouver V6Z 1Y3
   British Columbia Hydro (Gas)
   3777 Longheed Hwy., Burnaby V5C 3Y3
2. Inland Natural Gas Co., Ltd.
   1066 West Hastings St., Vancouver V6E 3G3
3. Kelowna Electric Dept.
   1435 Water St., Kelowna V1Y 1J4
4. New Westminster Electric Dept.
   City Hall, 511 Royal Ave.
   New Westminster V3L 1H9
5. Vancouver Island Gas Co., Ltd.
   Ste. 6-77 Victoria Crescent, Nanaimo V9R 5B9

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Kamloops 3, 4, 8, 13, 17, 18
Kelowna 3, 4, 8, 10, 13, 17, 18, 31, 33
Nanaimo 8, 12, 15, 18, 33, 34
New Westminster 2-4 (Vancouver)
North Vancouver 1, 2, 4 (Vancouver)
Prince George 1, 3, 8, 13, 17, 20
Vancouver 2-12, 14-19, 21-30, 32-39
Victoria 3, 6-8, 10, 15, 17, 18, 23, 27, 33, 36

Railroads

1. BC Rail, Limited
2. Burlington Northern R.R. Co.
3. Canadian National Rwy.
4. CP Rail
5. Illinois Central

Airlines

6. Air BC, Ltd.
7. Air Canada
8. Air Canada-Air BC, Ltd.
9. Air New Zealand Intl.
10. Airspeed Aviation Inc.
11. American
12. Aquila Air
13. Aviair Aviation
14. British Airways
15. Burrard Air Ltd.
16. CAAC
17. Canadian Airlines Intl.
18. Canadian Airlines Intl. Can Part-Time Air
19. Cathay Pacific
20. Central Mountain Air
21. Continental
22. Delta
23. Helijet Airways
24. Japan Air Lines
25. KLM
26. Korean Air
27. Lake Union Air Service
28. Lufthansa
29. Qantas
30. San Juan Airlines
31. Shuswap Flight Ctr.
32. Singapore Airlines
33. Skylink Airlines
34. Tyee Airways
35. United
36. United Airlines-San Juan Airlines
37. Waglisla Air
38. Wardair
39. Wilderness Airlines

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Antimony (kg)	373	2,178
Bismuth (kg)	NA	5
Cadmium (kg)	340	1,935
Copper (kg)	348,246	837,183
Gold (g)	11,925	226,980
Iron ore (metric ton)	64	2,313
Lead (kg)	67,210	71,041
Molybdenum (kg)	11,581	92,648
Silver (kg)	397	118,796
Zinc (kg)	118,656	151,168
Nonmetals		
Asbestos (metric ton)	95	47,791
Barite (metric ton)	NA	1,126
Gemstones (kg)	NA	1,876
Gypsum (metric ton)	497	5,304
Quartz (metric ton)	NA	2,309
Sulfur in smelter gas (metric ton)	23	3,464
Sulfur, elemental (metric ton)	293	44,626
Fuels		
Coal (metric ton)	21,440	923,800
Natural gas (thous. m³)	7,378	292,611
Natural gas by-products (m³)	532	40,815
Petroleum, crude (m³)	2,128	312,880
Structural Materials		
Clay products	NA	6,833
Cement (metric ton)	1,247	88,287
Lime (metric ton)	115	9,848
Sand & gravel (metric ton)	38,600	102,290
Stone (metric ton)	4,085	23,700
Total 1987 (preliminary)		3,428,963

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Kamloops	21	70	90
Prince George	11	59	162
Vancouver	36	63	161
Victoria	39	60	142

DEVELOPMENT COUNSELORS:

Province Development Agency

Poole, J. C., Asst. Deputy Minister
International Marketing Division
Ministry of Int'l. Bus. & Immigration
750 Pacific Blvd.
Vancouver, B.C. V6B 5C7
604/660-4567

Areas & Others

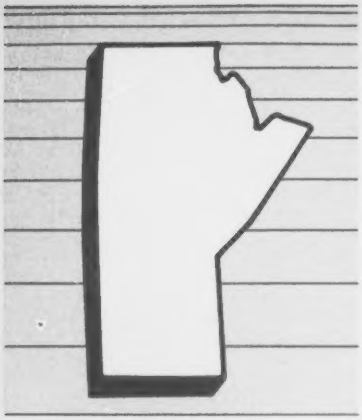
Kamloops
Elverhoy, Rino, Econ. Dev. Off.
Thompson-Nicola Reg. Dist.
2079 Falcon Rd.,V2C 4J2
604-372-9336

Kelowna
Browns, Dwight, Econ. Dev. Cmsr.
Reg. District of Central Okanagan
540 Groves Ave., V1Y 4Y7
604/763-4918

Prince George
McMann, Dale, Mgr.
Prince George Region Dev. Corp.
1102 6th Ave, V2L 3M4
604/564-0282

Vancouver
Fancy, Sidney, Econ. Dev. Mgr.
City of Vancouver
Suite 721, 601 W. Broadway, V5Z 4C2
604/873-7011

Victoria
Dary, Charles, Dir.
Econ. Dev. Dept.
B.C. Industry & Small Business
Parliament Bldgs., V8V 1X4
604/387-5018



MANITOBA

PROVINCE INFORMATION:

Financial assistance to industry:

Programs:
- Manitoba jobs & training
- Feasibility studies
- Trade assistance
- Manufacturing adapatation program
- Health care product development
- Research & innovation support

Tax rates:

Corporate income tax:	
Small business	10%
Other	17%
Personal income tax of federal basic tax	54%
Sales tax	7%

Advanced education facilities:

Four-year colleges & universities	6
Vocational & business schools	9

Labor analysis:

Civilian labor force	533,000

Environment controls:

Air & water pollution: Clean Environ. Cmsn., 139 Tuxedo Blvd., Winnipeg, Manitoba, R3N 0H6, 204/945-7120

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1988
MANITOBA	1,026.2	1,081.7
Brandon	34.9	39.4
Winnipeg	564.5	601.9

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1987
Winnipeg	585.0	633.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANITOBA	58.0	37.3	11.03

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MANITOBA	499	41	7.6

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	58.0	37.3	11.03
DURABLE GOODS	26.4	38.6	11.69
NONDURABLE GOODS	31.6	36.2	10.38
Food & beverages–SIC 101-109	11.7	35.7	11.29
Clothing–SIC 243-249	6.1	37.7	6.84
Printing, pub., & allied ind.–SIC 286-289	5.9	33.0	10.96
Metal fabricating ind.–SIC 301-309	4.8	37.9	12.43
Machinery, except elec.–SIC 311-318	4.4	38.8	12.01
Transportation equip.–SIC 321-329	6.4	38.9	11.91
Electrical prods.–SIC 331-339	2.0	39.9	13.39
Chemicals & chem. prods.–SIC 372-379	1.1	39.9	12.24

*employees paid by the hour, including overtime

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below. e = electric g = gas

Brandon — 2e
Winnipeg — 3e, 1g

1. Greater Winnipeg Gas Co.
   265 Notre Dame Ave., Winnipeg
   R3B 1N9
2. Manitoba Hydro-Electric Board
   820 Taylor Ave., Box 815
   Winnipeg R3C 2P4
3. Winnipeg Hydro
   5th Floor, Administration Bldg.
   Civic Centre, Winnipeg R3B 1C1

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Winnipeg	1	68	121

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Brandon 1, 2, 8, 9, 15
Winnipeg 1-16

Railroads

1. Canadian National Rwy.
2. CP Rail
3. Illinois Central

Airlines

4. Air Canada
5. Air Canada-Air Ontario
6. Air Canada-Northwest Territorial Airways, Ltd.
7. Bearskin Lake Air Service
8. Canadian Airlines Intl.
9. Canadian Airlines Intl. Can Part-Calm Air Intl.
10. Canadian Airlines Intl. Can Part-An Express
11. Canadian Airlines Intl. Can Part-Time Air
12. Keystone Air Service
13. Northland Air Manitoba
14. Northwest
15. Perimeter
16. Wardair

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	115	655
Cobalt (kg)	395	7,432
Copper (kg)	71,791	172,586
Gold (g)	3,753	71,431
Lead (kg)	594	628
Nickel (kg)	56,277	386,114
Selenium (kg)	58	1,080
Silver (kg)	38	11,272
Tantalum (Ta_2O_5) (kg)	36	2,358
Tellurium (kg)	8	231
Zinc (kg)	66,164	84,294
Nonmetals		
Gypsum (metric ton)	431	8,202
Sulfur in smelter gas (metric ton)	41	5,079
Sulfur, elemental (metric ton)	2	191
Fuels		
Natural gas by-prods. (thous. m^3)	5	471
Petroleum, crude (m^3)	777	112,761
Structural Materials		
Clay products	NA	3,739
Cement (metric ton)	451	48,868
Lime	NA	5,317
Sand & gravel (metric ton)	13,000	36,790
Stone (metric ton)	4,125	28,000
Total 1987 (preliminary)		1,022,484

DEVELOPMENT COUNSELORS:

Province Development Agency

Eliasson, Hugh G.
Deputy Minister
Manitoba Dept. of Ind., Trade, & Tourism
Rm. 352, Legislative Bldg.
Winnipeg, R3C 0V8
204/945-3751

Areas & Others

Winnipeg

George, Ted A., Gen. Mgr.
Winnipeg Bus. Dev. Corp.
509-167 Lombard Ave., R3B OV3
204/944-8686

Gregory, R. Gary, Ind. Dev. Mgr.
CN Rail, Prairie Region
Room 350, 123 Main St.
P.O. Box 832, R3C 2P8
204/946-2223

NEW BRUNSWICK

PROVINCE INFORMATION:

Financial assistance to industry:

- Direct loans
- Loan and bond issue guarantees
- Equity
- Venture capital
- Investment tax credits
- Cash grants
- Interest rate buydowns
- Special loan insurance

Tax rates:

Corporate income tax................ varies depending on business classification
Personal income tax......................58% of federal basic tax

Personal property tax:

Residential......................... $1.50/$100 assessed value
Nonresidential................. $2.25/$100 assessed value

Sales tax 11%
Incorporation fee .... $240 registration fee
Gasoline tax .... 7.9¢/litre (reg. lead), 8.3¢/litre (reg. unlead), 8.7¢/litre (premium)
Diesel tax................................ 8.4¢/litre

Advanced education facilities:

Four-year colleges & universities.......4
Vocational & business schools........10

Medical facilities:

Hospitals 36
Health centers.................................... 21

Labor analysis:

Civilian labor force....................307,000
High school graduates.................7,800 (June 1988)

Environment Controls:

Air & Water Pollution: Pollution Control Branch, Dept. of Municipal Affairs and Environment, Gov't of New Brunswick, P.O. Box 6000, Fredericton, E3B 5H1, 506/453-2861

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1988
	—Thousands—	
NEW BRUNSWICK	696.4	712.3
Fredericton	44.0	44.4
Moncton	54.7	55.5
Saint John	80.5	74.8

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Saint John	114.0	120.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW BRUNSWICK	39.4	38.8	11.35
Moncton	4.4	38.5	11.00
Saint John	8.3	41.3	14.99
Fredericton	1.9	39.7	9.53

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW BRUNSWICK	283	40	12.4

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	39.4	38.8	11.35
DURABLE GOODS	13.8	40.5	11.27
NONDURABLE GOODS	25.5	37.9	11.40
Food & beverages-SIC 101-109	13.7	36.1	8.88
Wood-SIC 251-259	5.2	40.3	9.47
Paper & allied ind.-SIC 270-274	6.0	40.8	17.74
Printing, pub., & allied ind.-SIC 286-289	1.6	36.5	10.53
Metal fabricating ind.-SIC 301-309	1.9	42.7	12.78
Transportation equip.-SIC 321-329	3.7	39.7	13.37
Misc. manufacturing ind.-SIC 391-399	1.1	39.4	8.79

*employees paid by the hour, including overtime

UTILITIES:

Electric Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Fredericton — 1
Moncton — 1
St. John — 2

1. New Brunswick Elec. Power
   515 King St., Fredericton E3B 4X1
2. St. John Power Cmsn.
   239 Charlotte St., Box 850, St. John E2L 4C7

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Fredericton 1-4, 6, 7
Moncton 1, 3, 4, 7, 8
Saint John 1-8

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. Air Canada-Air Nova Inc.
5. Air Integra Inc.
6. Canadian Airlines Intl.
7. Canadian Airlines Intl. Can Part-Air Atlantic
8. Canadian Airlines Intl. Can Part-Inter Canadian

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Antimony (kg)	3,171	10,797
Bismuth (kg)	177	1,874
Cadmium (kg)	61	346
Copper (kg)	7,767	18,673

Gold (g)	442	8,417
Lead (kg)	79,433	83,960
Silver (kg)	208	62,248
Zinc (kg)	231,410	294,816
Nonmetals		
Peat (metric ton)	241	25,288
Sulfur in smelter gas (metric ton)	91	11,140
Fuels		
Coal (metric ton)	550	32,800
Natural gas (thous. m³)	1	14
Petroleum, crude (m³)	NA	13
Structural Materials		
Clay products	NA	2,850
Cement	NA	9,285
Sand & gravel (metric ton)	9,650	NA
Stone (metric ton)	2,465	13,750
Total 1987 (preliminary)		700,709

DEVELOPMENT COUNSELORS:

Province Development Agency

Ouellette, Ginette, Promo. Off.
Dept. of Commerce & Technology
Industrial Benefits Branch
P.O. Box 6000
Fredericton, E3B 5H1
506/453-2875

Areas & Others

Edmundston

Beaulieu, Roland
Pelletier, Rino, Gen. Dir.
Northeast Industrial Cmsn.
174 Church St., P.O. Box 490, E3V 3L2
506/735-4769

Fredericton

Price, S. R., Gen. Mgr.
Capitol Region Dev. Cmsn.
Suite 1, 2nd Fl.
618 Queen St., E3B 1C2
506/454-3080

Moncton

Daigle, Paul J., Gen. Mgr.
Moncton Ind. Dev. Ltd.
95 Foundry St., Ste. 469, E1C 5H7
506/857-0700

Carreau, Gerald J., Sr. Ind. Dev. Off.
Marketing
CN Rail
CN Terminal Bldg., 7th Fl.
1234 Main St., E1C 1H7
506/853-2228

MacDermott, A.G., Exec. Dir.
Gtr. Moncton Econ. Dev. Auth.
P.O. Box 725, E1C 8M9
506/858-9550

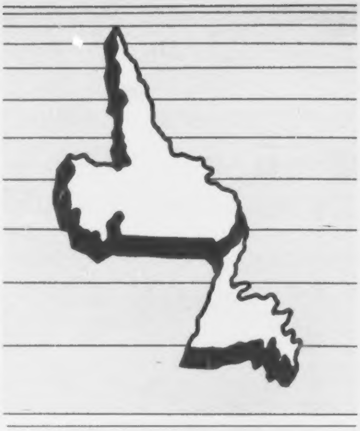
Saint John

O'Leary, Donald F., Gen. Mgr.
St. John Fundy Reg. Dev. Comm. Inc.
15 Market Sq., Box 1971, E2L 4L1
506/658-2918

Clark, Peter D., Dir. Mktg.
Saint John Port Corp.
P.O. Box 6429, E2L 4R8
(506) 648-4869

Tracadie

Cormier, Roland J., Ind. Cmsr.
Peninsula Econ. Expansion Cmsn.
P.O. 940, E0C 2B0
506/395-2261



NEWFOUNDLAND

PROVINCE INFORMATION:

Financial assistance to industry:

- Newfoundland & Labrador Dev. Corp. (NLDC) 709/753-3560
- Rural Agricultural & Northern Dev. (RAND)
- Rural Development Authority 709/576-3184
- Rural Incentives Program 709/576-3184
- Dept. of Development
  - Technical Assistance Program 709/576-5061
  - Market & Product Dev. Program (MAPD) 709/576-2782
  - Ocean Industries Development Centre 709/772-2524
  - Retail Sales Tax Exemption 709/576-2465
- Industrial Incentives Board (Fed/Prov) 709/576-3171
- Atlantic Canada Opportunities Agency (ACOA)
  P.O. Box 67, Suite 805
  Atlantic Place
  219 Water St.
  St. John's, Newfoundland A1C 6C9
  800/563-5767
- Canada Employment & Imigration Commission (CEIC) 709/772-4600
- Federal Bus. Dev. Bank (FBDB) 709/772-5505
- Dept. of Fisheries
  - Secondary Processing Interest Subsidy Program 709/576-3749
- Export Dev. Corp. 902/429-0426
- National Research Council
  - Industrial Research Assistance 709/754-1937

Tax rates:

Corporate income tax (as of 7/1/88):	
Manufacturing & processing income eligible for small bus. deduction	22%
Excess	42%
Personal income tax	60% of federal
Personal property tax	varies locally
Sales tax	12%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	built into pump price

Advanced education facilities:

Four-year colleges & universities	1
Regional colleges	5
Institute of fisheries & marine dynamics	1
Technical institutes	2

Medical facilities:

Board-operated hospitals	33
Cottage hospitals	3

Labor analysis:

Civilian labor force (1988 prelim.)	236,000
High-school grads.	3,000/annum

Environment controls:

Air & water pollution: D. G. Jeans, Asst. Dpty. Minister, Dept. of Environ., Govt. of Newfoundland & Labrador, 4th fl. Confederation Bldg., West Block, St. John's, AIC 5T7, 709/576-2559

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1988
	—Thousands—	
NEWFOUNDLAND	567.7	566.7
Corner Brook	24.3	22.1
St. John's	83.8	95.8

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
St. John's	154.8	161.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NEWFOUNDLAND		
21.1	36.8	10.66
Cornerbrook		
0.6	38.9	10.43
St. John's		
5.0	38.8	11.68

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEWFOUNDLAND		
198	35	15

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
21.1	36.8	10.67
DURABLE GOODS		
2.7	41.0	11.93

NONDURABLE GOODS		
18.4	36.1	10.47
Food & beverages-SIC 101-109		
14.8	35.2	9.34
Wood-SIC 251-259		
0.6	43.3	8.84
Printing, pub., & allied ind.-SIC 286-289		
0.6	35.3	8.17
Transportation equip.-SIC 321-329		
1.1	37.7	13.49
Nonmetallic min. prods.-SIC 351-359		
0.4	42.7	14.99

*employees paid by the hour, including overtime

UTILITIES:

Electric Utility Serving St. John's & Cornerbrook

Newfoundland Light & Power Co., Ltd.
Kenmount Rd., Box 8910, St. John's
A1B 3P6

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Corner Brook 1 (2, 4, 5, 7, 8 through Deer Lake)
St. John's 1-4, 6-8

Railroads

1. Canadian National Rwys.

Airlines

2. Air Atlantic Ltd.
3. Air Canada
4. Air Canada-Air Nova Inc.
5. Air Nova Inc.
6. Atlantic Airways Ltd.
7. Canadian Airlines Intl.
8. Canadian Airlines Intl. Can Part-Air Atlantic

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	10	58
Gold (g)	NA	7,804
Iron ore (metric ton)	18,775	685,423
Silver (kg)	NA	15
Zinc (kg)	13,358	17,018
Nonmetals		
Asbestos (metric ton)	60	21,000
Gypsum (metric ton)	410	4,656
Peat (metric ton)	4	673
Quartz (metric ton)	NA	1,663
Soapstone, talc, pyrophyllite (metric ton)	NA	1,668
Structural Materials		
Clay products	NA	960
Cement (metric ton)	NA	9,541
Sand & gravel (metric ton)	2,650	13,250
Stone (metric ton)	535	2,950
Total 1987 (preliminary)		767,816

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
St. John's	25	60	210

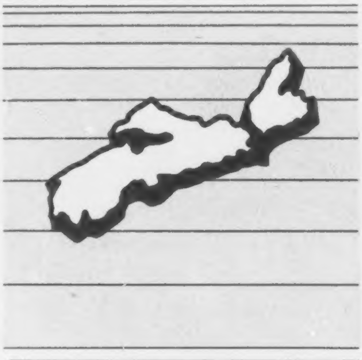
DEVELOPMENT COUNSELORS:

Province Development Agency

Dir. of Prospect Dev., Dept. of Dev.
Gov't of Newfoundland & Labrador
P.O. Box 4750, St. John's, AIC 5T7
709/576-2781

Deer Lake
Dominie, Walter, Town Mgr.
Town of Deer Lake
P.O. Box 940, AOK 2EO

St. John's
Bath, Kai, Promo. Officer
City of St. John's
P.O. Box 908, A1C 5M2
709/576-8600



NOVA SCOTIA

PROVINCE INFORMATION:

Financial assistance to industry:
- Loan programs
- Location assistance
- Incentive programs
- Research & development
- Expansion assistance
- Modernization assistance
- Training assistance

Tax rates:
Corporate income tax:
Federal ....28% for general bus., 26% for mfg., bus., 12% for general & mfg. business
Provincial .... 15% (10% for small business. New small bus. eligible for 2-yr. exempt. from provincial tax)
Personal income tax ....56.5% of federal basic rate

Personal property tax:
Residential .... $1.20-$2.20/$100
Commercial & bus. occ. ....$2.10-$4.30/$100 of assessed value, dep. on location
Sales tax .... 10%(groceries & most clothing & shoes excl.)
Gasoline .... $.087/litre

Investment tax credit....20% mainland Nova Scotia; 40% in Cape Breton Island & Guysborough County Provincial; fed. R&D tax credit is 30%, for small bus. 35%
R&D tax credit 10%

Advanced education facilities:
Four-year colleges & universities.....12
Vocational & business schools..........2 institutes of technology, 14 regional vocational schools

Medical facilities:
Hospitals 52
Clinics .... NA

Labor analysis:
Civilian labor force........416,000 (11/88)
High school seniors ....10,800 (1988-89 est.)

Environment Controls:
Air & water pollution: Nova Scotia Dept. of Environ., Suite 600, 1660 Hollis Street, Halifax, 902/424-5300

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1988 —Thousands—
NOVA SCOTIA	847.4	876.8
Dartmouth	62.2	66.1
Halifax	114.6	113.1
Sydney	29.4	27.2

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1987 —Thousands—
Halifax	277.7	301.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NOVA SCOTIA		
43.1	37.6	11.23
Halifax		
10.4	37.6	11.84
Truro		
2.4	38.4	9.50

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NOVA SCOTIA		
374	36	8.8

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	43.1	37.6	11.23
DURABLE GOODS	13.8	40.0	11.10
NONDURABLE GOODS	29.2	36.3	11.29
Food & beverages-SIC 101-109	14.4	34.4	9.45
Textile prod.-SIC 181-189	1.7	37.8	9.31
Wood-SIC 251-259	2.5	41.3	7.95
Paper & allied ind.-SIC 271-274	3.4	42.4	16.03
Printing, pub., & allied ind.-SIC 286-289	1.9	32.6	10.39
Metal fabricating ind.-SIC 301-309	1.7	41.3	11.55
Machinery inds. (ex. elec)-SIC 311-318	0.6	39.2	10.53
Transportation equip.-SIC 321-329	4.6	38.1	11.72
Electrical prods.-SIC 331-339	1.5	38.9	9.78
Chemicals & chem. prods.-SIC 372-379	0.4	36.6	13.10

*employees paid by the hour, including overtime

UTILITIES:

Electric Utility Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Dartmouth — 1
Halifax — 1
Sydney — 1

1. Nova Scotia Power Corp.
   P.O. Box 910, Halifax B3J 2W5

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Dartmouth 1 (Halifax)
Halifax 1-8
Sydney 1, 3, 4, 6, 7

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. Air Canada-Air Nova Inc.
5. Air Integra Inc.
6. Canadian Airlines Intl.
7. Canadian Airlines Intl. Can Part-Air Atlantic
8. Canadian Airlines Intl. Can Part-Air St. Pierre

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Gold (g)	NA	2,960
Silver (kg)	NA	1
Nonmetals		
Barite (metric ton)	NA	1,360
Gypsum (metric ton)	6,034	51,010
Fuels		
Coal (metric ton)	2,820	170,700
Petroleum, crude (m^3)	5	448
Structural Materials		
Clay products	NA	7,730
Cement	NA	39,509
Sand & gravel (metric ton)	7,575	22,725
Stone (metric ton)	4,830	26,000
Total 1987 (preliminary)		390,095

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Halifax	26	65	152
Sydney	24	64	179

DEVELOPMENT COUNSELORS:

Province Development Agency

Baillie, Robert W., Dir.
industrial Promotion Branch
Nova Scotia Dept. of Ind., Trade & Tech.
P.O. Box 519
1800 Argyle St., Halifax, B3J 2R7
902/424-5320

Areas & Others

Bedford
Towner, J. M., Exec. Dir.
Bedford Econ. Dev. Cmsn.
1496 Bedford Hwy., B4A 1E5
902/835-9634

Bridgewater
Logan, Jack, Exec. Dir.
Bridgewater Dev. Cmsn.
P.O. Box 9, B4V 2W7

Halifax
Russell, R.
Regional Industrial Expansion
P.O. Box 940, Station M, B3J 2V9
902/423-3293

Shubenacadie
Irving, Harold, Exec. Dir.
East Hants Dev. Cmsn.
P.O. Box 190, BON 2NO

Stellarton
MacCulloch, William, Exec. Dir.
Pictou Cty. Research & Dev.
Stellarton Ind. Park
Mac Gregor Ave., BOK 1S0

Sydney
Gilles, Blaine, Dir. of Dev.
Cape Breton Dev. Corp.
P.O. Box 1750, B1P 6K3

ONTARIO

PROVINCE INFORMATION:

Financial assistance to industry:
- Loans including term, interest forgiveness, & guarantees
- Tax incentives including accelerated depreciation on machinery
- Site selection assistance
- Employee training assistance programs
- Business & plant consulting
- Export assistance programs
- Component sourcing assistance
- Technology consulting services

Tax rates:
Corporate income tax:
Ontario rate.............................15.5%
Fed. rate...............................28.8%
Combined rate.........................44.3%
Personal income tax......................51% of basic Federal (1988 tax year)
Personal property tax .... varies
Sales tax:
Federal 12.0%
Ontario ...... 8.0% (with some exceptions)

Incorporation fee $250.00
Franchise tax................................ none
Inventory tax................................. none
Gasoline tax .... 9.3¢/litre (reg)

Advanced education facilities:
Four-year colleges & universities.....17
Colleges of applied arts & technology.....................................22
Vocational & business schools......165

Labor analysis:
Civilian labor force................5,152,000
High school graduates............150,090

Environment Controls:
Air & water pollution: W. R. Belfour, Dir., Environ. Approvals & Land Use Planning Branch, Ontario Ministry of the Environ., 8th Fl., 135 St. Clair Ave. W., Toronto, M4V 1P5, 416/323-4397

ONTARIO

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1988
	—Thousands—	
ONTARIO	8,625.1	9,373.0
Ajax	25.5	41.2
Barrie	38.4	50.5
Belleville	34.8	36.8
Brampton	149.0	204.4
Brantford	74.3	77.5
Burlington	114.9	118.5
Caledon	26.6	30.9
Cambridge	77.1	81.6
Chatham	40.9	43.0
Cornwall	46.1	47.0
Guelph	71.2	81.5
Halton Hills	NA	36.0
Hamilton	306.4	309.9
Kingston	52.6	56.4
Kitchener	139.7	155.8
London	254.3	276.9
Markham	77.0	129.3
Milton	20.8	33.7
Mississauga	315.0	397.6
Newcastle	31.9	34.9
Newmarket	29.8	36.6
Niagara Falls	71.0	73.2
North Bay	51.2	50.9
North York	559.6	NA
Oakville	75.8	91.9
Oshawa	117.6	126.5
Ottawa	295.1	305.2
Peterborough	60.6	61.8
Pickering	37.8	53.5
Richmond Hill	37.8	49.8
St. Catharines	124.0	124.5
St. Thomas	27.2	29.4
Sarnia	50.8	49.0
Sault Ste. Marie	82.7	81.2
Stoney Creek	36.7	46.4
Stratford	26.3	26.8
Sudbury	91.8	88.5
Thunder Bay	112.5	113.3
Timmins	44.7	47.3
Toronto	599.2	623.0
Vaughan	29.7	NA
Waterloo	49.4	62.6
Welland	45.5	45.4
Whitby	36.7	49.5
Windsor	192.0	195.4
Woodstock	26.4	26.6

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Hamilton	542.1	567.7
Kitchener	287.8	322.4
London	283.6	351.2
Oshawa	154.2	210.9
Ottawa - Hull	718.0	847.7
St. Catharines - Niagara	304.3	347.0
Sudbury	150.0	148.0
Thunder Bay	121.3	123.5
Toronto	2,999.0	3,559.3
Windsor	246.1	257.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ONTARIO	973.8	39.2	13.24
Brantford	12.5	38.4	12.28
Brockville	5.3	39.9	12.89
Chatham	5.5	39.5	14.67
Cornwall	8.0	37.3	11.63
Guelph	14.6	39.0	13.60
Hamilton	77.4	39.0	14.43
Kingston	5.9	38.9	14.61
Kitchener	59.7	38.6	12.15
London	25.5	38.6	12.96
Oshawa	20.9	43.7	17.52
Ottawa	21.2	36.8	13.87
Ottawa-Hull	27.7	37.9	14.27
Peterborough	7.8	40.2	14.17
Sarnia	12.2	38.6	20.04
St. Catharines-Niagara	30.9	42.4	16.20
Stratford	6.6	37.9	12.29
Toronto	423.4	39.5	12.26
Windsor	37.8	41.2	16.36

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ONTARIO	4,911	268	5.2

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	973.8	39.2	13.24
DURABLE GOODS	530.9	40.1	13.90
NONDURABLE GOODS	442.8	38.0	12.24
Food & beverages-SIC 101-109	98.6	38.8	12.21
Tobacco prods.-SIC 151-153	1.8	37.[illegible]	21.21
Rubber & plastic prods.-SIC 162-165	46.7	38.5	11.18
Leather prods.-SIC 172-179	9.2	37.2	8.29
Textile prods.-SIC 181-189	31.9	38.4	11.20
Knitting mills-SIC 231-239	6.4	36.3	7.99
Clothing-SIC 243-249	24.4	36.6	7.84
Wood prods.-SIC 251-259	26.6	39.5	10.71
Furniture & fixtures-SIC 261-268	33.9	37.3	9.99
Paper & allied ind.-SIC 271-274	45.4	39.8	15.38
Printing, pub., & allied ind.-SIC 286-289	69.8	34.6	12.80
Primary metal ind.-SIC 291-298	62.5	40.2	16.37
Metal fabricating ind.-SIC 301-309	100.1	39.2	13.20
Machinery, except elec.-SIC 311-318	56.9	40.3	12.98
Transportation equip.-SIC 321-329	140.7	41.2	15.62
Electrical prods.-SIC 331-339	81.4	39.4	12.18
Nonmetallic min. prods.-SIC 351-359	28.8	41.6	14.08
Petroleum & coal prods.-SIC 365-369	10.2	47.3	15.84
Chemicals & chem. prods.-SIC 372-379	56.3	37.7	14.11
Misc. manufacturing ind.-SIC 391-399	42.1	37.9	11.29

*employees paid by the hour, including overtime

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Barrie — 1e, 40g
Belleville — 2e, 42g
Brampton — 3e, 40g
Brantford — 4e, 43g
Cambridge — 5e
Chatham — 6e, 43g
Cornwall — 7e, 41g, 42g
Guelph — 8e, 43g
Halton Hills — 9e
Hamilton — 10e, 43g
Kingston — 11eg, 41g, 42g
Kitchener — 12eg
London — 13e, 43g
Markham — 14e, 40g
Mississauga — 15e, 40g
Newcastle — 16e
Newmarket — 17e, 40g
Niagara Falls — 18e, 40g
North Bay — 19e, 41g, 42g
Oakville — 20e, 43g
Oshawa — 21e, 40g
Ottawa — 22e, 40g
Peterborough — 23e, 40g
Richmond Hill — 24e, 40g
St. Catharines — 25e, 40g
St. Thomas — 26e, 43g
Sarnia — 27e, 43g
Sault Ste. Marie — 28e, 41g, 42g
Stoney Creek — 29e, 43g
Stratford — 30e, 43g
Sudbury — 31e, 41g, 42g
Thunder Bay — 32e, 41g, 42g
Timmins — 33e, 41g, 42g
Toronto — 34e, 40g
Waterloo — 35e, 43g
Welland — 36e, 40g
Whitby — 37e, 40g
Windsor — 38e, 43g
Woodstock — 39e, 43g

1. Public Utilities Cmsn.
   Box 7000, Barrie L4M 4V8
2. Public Utilities Cmsn.
   Box 939, Belleville K8N 5B6
3. Hydro-Electric Cmsn.
   50 Main St. S. Brampton L6W 3P7
4. Public Utilities Cmsn.
   Box 308, Brantford N3T 5N8

5. HydroElectric Cmsn.
Box 1060, Cambridge N1R 5X6
6. Public Utilities Cmsn.
Box 70, Chatham N7M 5K2
7. Cornwall Electric
1001 Sydney St., Box 1179
Cornwall K6H 5V3
8. Board of Light & Heat Cmsrs.
104 Dawson Road
Guelph N1H 1A7
9. Hydro-Electric Cmsn.
66 Mill St., Georgetown L7G 3H7
10. Hydro-Electric Cmsn.
Box 2249, Hamilton L8N 3E4
11. Public Utilities Cmsn.
211 Counter St.,
Box 790, Kingston K7L 4X7
12. Hydro-Electric Cmsn.
Box 9010, Kitchener N2G 4L2
Public Utilities Cmsn. (gas)
Box 1118, Kitchener N2G 4G7
13. Public Utilities Cmsn.
Box 2700, London
N6A 4H6
14. Hydro-Electric Cmsn.
Box 4100, Markham L3P 3V7
15. Hydro-Electric Cmsn.
3240 Mavis Rd.
Mississauga L5C 3K1
16. Hydro-Electric Cmsn.
Box 130
Bowmanville L1C 3K9
17. Hydro-Electric Cmsn.
500 Water St., Newmarket L3Y 1M5
18. Hydro-Electric Cmsn.
Box 120, Niagara Falls L2E 6S9
19. Hydro-Electric Cmsn.
1350 Fisher St., North Bay P1B 2H1
20. Hydro-Electric Cmsn.
Box 1900, Oakville L6J 5E3
21. Public Utilities Cmsn.
100 Simcoe St. S., Oshawa L1H 7M7
22. Hydro-Electric Cmsn.
Box 8700, Ottawa K1G 3S4
23. Utilities Cmsn.
Box 4125, Peterborough K9J 6Z5
24. Hydro-Electric Cmsn.
Box 418
Richmond Hill L4C 4Y6
25. Hydro-Electric Cmsn.
Box 83, St. Catharines L2R 6R8
26. Public Utilities Cmsn.
Box 400, St. Thomas N5P 3V4
27. Hydro Electric Cmsn.
Box 2140, Sarnia N7T 7L6
28. Public Utilities Cmsn.
Box 900[illegible], Sault Ste. Marie
P6A 6P2
29. Hydro-Electric Cmsn.
Box 9220,
Stoney Creek L8G 3Y2
30. Public Utilities Cmsn.
Box 397, Stratford N5A 6T5
31. Hydro-Electric Cmsn.
Box 250, Sudbury P3E 4P1
32. Hydro Electric Cmsn.
34 N. Cumberland St.,
Thunder Bay P7A 4L4
33. Ontario Hydro
700 University Ave., Toronto
M5G 1X6
34. Hydro Electric System
14 Carlton St., Toronto M5B 1K5
35. Hydro Electric Cmsn.
Box 640, Waterloo N2J 4A3
36. Hydro-Electric Cmsn.
Box 280, Welland L3B 5P6
37. Hydro-Electric Cmsn.
Box 59, Whitby L1N 5R8
38. Utilities Commission
Box 1625, Windsor N9A 5T7
39. Public Utilities Cmsn.
Box 245, Woodstock N4S 7X4
40. The Consumers' Gas Co., Ltd.
100 Simcoe St.,
Toronto M5H 3G2
41. ICG Utilities, Ltd.
Ontario, 245 Yorkland Blvd.,
North York M2J 1R1
42. Northern & Central Gas Corp., Ltd.
245 Yorkland Blvd., Willowdale
M2J 1R1
43. Union Gas Ltd.
50 Keil Dr. N.
Chatham N7M 5M1

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Barrie 2 (Toronto)
Belleville 2, 4 (Peterborough)
Brampton 2, 4 (Toronto)
Brantford 2, 4 (Hamilton)
Burlington 2, 4 (Hamilton)
Cambridge 2 (Hamilton)
Chatham 2, 4-6, 47
Cornwall 2, 4, 47
Guelph 2, 4 (Hamilton)
Halton Hills (Toronto)
Hamilton 2, 4, 18, 41, 46
Kingston 2, 4, 12, 26
Kitchener 2, 4 (Hamilton)
London 2, 4, 12, 24, 26, 28, 29
Markham 2 (Toronto)
Mississauga (Toronto)
Newcastle 2, 4
Newmarket 2 (Toronto)
Niagara Falls 2, 6 (Buffalo, NY)
North Bay 2, 4, 7, 9, 12, 26, 35, 42, 58
Oakville 2, 4 (Toronto)
Oshawa 2, 4, 50
Ottawa 2, 4, 9-12, 24-27, 32, 34, 48, 50, 55, 58, 59
Peterborough 2, 4, 58
Pickering 2 (Toronto)
Richmond Hill 2 (Toronto)
St. Catharines 2 (Buffalo, NY)
St. Thomas 2, 4-6 (London)
Sarnia 2, 5, 24, 26
Sault Ste. Marie 1, 4, 7, 8, 12, 24, 26, 42
Stoney Creek 2 (Hamilton)
Stratford 2 (London)
Sudbury 2, 4, 7, 9, 12, 24, 26, 42, 58
Thunder Bay 2, 4, 7, 9, 12, 20, 24, 26, 35, 42
Timmins 7, 9, 12, 35, 42
Toronto 2, 4, 9, 12-17, 19, 21-27, 30-33, 36-40, 42-45, 47, 49, 51-60
Waterloo 2, 4 (Hamilton)
Welland 2, 3, 6 (Buffalo, NY)
Whitby 2, 4 (Toronto)
Windsor 2, 4-6, 9, 12, 24, 26, 50
Woodstock 2, 4 (London)

Railroads

1. Algoma Central Rwy.
2. Canadian National Rwys.
3. Conrail
4. CP Rail
5. CSX Transportation, Inc.
6. Norfolk and Western Railway
7. Ontario Northland Rwy.
8. Wisconsin Central Ltd.

Airlines

9. Air Canada
10. Air Canada-Air Alliance
11. Air Canada-Air Nova Inc.
12. Air Canada-Air Ontario
13. Air Canada-Commuter Express
14. Air France
15. Air Jamaica Limited
16. Air Muskoka
17. Alitalia
18. Allegheny Commuter
19. American
20. Bearskin Lake Air Service
21. British Airways
22. BWIA Int'l
23. CAAC
24. Canadian Airlines Int'l.
25. Canadian Airlines Int'l Can Part-Inter Canadian
26. Canadian Airlines Int'l Can Part-An Express
27. City Express
28. Continental Express-Britt North
29. Continental Express-Britt South
30. Delta Connection-Business Express
31. Delta Connection-Comair
32. Eastern
33. El Al
34. First Air
35. Frontier Air
36. Guyana Airways
37. KLM
38. Korean Air
39. Lufthansa
40. Mall Airways
41. Nationair
42. Norontair
43. Northwest
44. Olympic
45. Pakistan Intl. Airlines
46. Pan Am Express
47. Pem Air Limited
48. Piedmont
49. Sabena
50. Skycraft Air Transport
51. Swissair
52. TAP Air Portugal
53. Thai Airways Intl.
54. United
55. USAir
56. Varig
57. Viasa
58. Voyageur Airways
59. Wardair
60. Yugoslav Airlines

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Bismuth (kg)	NA	3
Cadmium (kg)	1,512	8,602
Cobalt (kg)	2,484	47,034
Copper (kg)	280,634	674,643
Gold (g)	54,070	1,029,159
Iron ore (metric ton)	3,214	NA
Lead (kg)	8,500	8,984
Nickel (kg)	31,528	902,417
Selenium (kg)	336	6,213
Silver (kg)	336	100,457
Tellurium (kg)	8	234
Uranium (kg)	4,364	509,235
Zinc (kg)	323,057	411,574
Nonmetals		
Barite	NA	1,400
Gemstones	NA	77
Gypsum (metric ton)	1,439	18,736

ONTARIO

Neptheline syenite (metric ton)	499	21,404
Quartz (metric ton)	926	10,627
Salt (metric ton)	5,724	140,489
Soapstone, talc, pyrophyllite	NA	11,476
Sulfur in smelter gas (metric ton)	498	50,107
Sulfur, elemental (metric ton)	NA	38
Fuels		
Natural gas (thous. m³)	508	62,050
Petroleum, crude (m³)	133	18,933
Structural Materials		
Clay products	NA	130,866
Cement (metric ton)	5,201	413,671
Lime (metric ton)	1,535	116,222
Sand & gravel (metric ton)	94,500	289,170
Stone (metric ton)	51,000	260,800
Total 1987 (preliminary)		5,656,635

CLIMATE:

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
London	21	69	165
Ottawa	12	69	152
Thunder Bay	5	64	141
Toronto	24	71	134
Windsor	24	72	137

DEVELOPMENT COUNSELORS:

Province Development Agency

Hildebrand, Bart, Dir.
Investment & Regional Operations
Ministry of Industry, Trade & Tech.
Hearst Block, Queen's Park
Toronto, M7A 2E1
416/965-2085

Areas & Others

Barrie
Meakes, John, Econ. Dev. Officer
City of Barrie
70 Collier St., L4M 4T5
705/728-9953

Brampton
Robert Cranch, Dir., Bus. Dev.
City of Brampton
150 Central Park Dr.
L6T 2T9
416/793-4110

Brantford
Amos, David, Econ. Dev. Dir.
Corp. of City of Brantford
100 Wellington Sq., N3T 2M3
519/759-4150

Cambridge
Eastwood, Donald, Gen. Mgr.
Business Dev. Dept.
City of Cambridge
73 Water St., N1R 5W8
413/740-4511

Chatham
Wheeler, Robert, Dev. Officer
City of Chatham
315 King St., N7M 5K8
519/352-4500

Cobourg
Liberty, Frankie, Dir.
Diamond Triangle Econ. Dev. Comm.
1011 William St., K9A 4K2
416/372-5481

Deep River
Williamson, Neil, Dir. of Dev.
Deep River Area
P.O. Box 400, K0J 1P0
613/584-4574

Guelph
Murray, D. B. (Bruce), Ind. Cmsnr.
City of Guelph
Econ. Dev. Dept.
City Hall, N1H 3A1
519/837-5600

Hamilton
Ghanem, Saad, Dir. Bus. Dev.
Reg. Mun. of Hamilton-Wentworth
119 King St. W.
P.O. Box 910, L8N 3V9
416/526-4132

Ingersoll
Hunt, Edward, Dev. Officer
Town of Ingersoll
1230 Oxford St., N5C 3V3
519/485-4930

Keswick
Schmidt, Gladys, Bus. Dev. Mgr.
Town of Georgina
Civic Centre, L4P 3E9
416/476-4301

Kitchener
Thomson, William, Cmsr.
Bus. Dev. Dept., City of Kitchener
P.O. Box 1118, N2G 4G7
519/741-2295

London
Heron, Douglas, Econ. Dev. Dir.
City of London
300 Dufferin Ave.
P.O. Box 5035, N6A 4L9
519/661-5735

Mississauga
Terrell, Jack, Mgr. Mktg.
Econ. Dev. Office
City of Mississauga
300 City Centre Dr., L5B 3C1
416/896-5014

Oakville
Kearse, Brent, Exec. Dir.
Reg. Munic. of Halton
1151 Bronte St., L6J 6E1
416/827-2151
Meyerstein, John, Bus. Dev. Coord.
Town of Oakville
1225 Trafalgar Rd., L6J 5A6
416/845-6601

Oshawa
Nicol, Robert, Econ. Dev. Dir.
Corp. of the City of Oshawa
50 Centre St. S., L1H 3Z7
416/436-5617

Ottawa
Sevigny, James, Cmsnr. Econ Dev.
City of Ottawa
111 Sussex Dr., K1N 5A1
613/564-1632

Peterborough
McLeod, Alexander, Dev. Mgr.
City of Peterborough
500 George St. N., K9H 3R9
705/748-8844

Port Elgin
Gillies, Archie, Exec. Dir.
South Bruce Econ. Dev. Corp.
P.O. Box 2050, N0H 2C0
519/389-4121

Scarborough
Morand, John; Cmsnr. Econ. Dev.
Econ. Dev. Dept.
City of Scarborough
Civic Centre
150 Borough Dr., M1P 4N7
416/396-7743

Simcoe
Picco, Anna, Admin. Ass't.
Corp. of Town of Simcoe
P.O. Box 545, N3Y 4N5
519/426-5870

St. Thomas
Beaudry, Maurice, Manager
St. Thomas Econ. Dev. Corp.
City Hall
P.O. Box 520, N5P 3V7
519/631-1680

Thorold
Fischer, Matthew, Gen. Mgr.
Niagra Region Dev. Corp.
P.O. Box 1042, L2V 4T7
416/685-1308

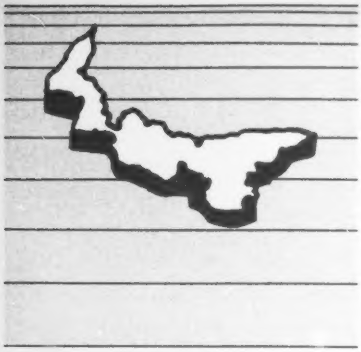
Tillsonburg
Brown, Frances, Econ. Dev. Cmsnr.
Town of Tillsonburg
200 Broadway, N4G 5A7
519/842-6428

Toronto
Baxter, Donald M., Exec. Dir.
The Municipality of Metro Toronto
Office of the Chairman
City Hall, M5H 2N2
416/392-8001
McHugh, Igantius
Ind. Liaison Mgr., Plng. & Dev. Dept.
City of Toronto
18th Fl. East Tower
City Hall, M5H 2N2
416/392-7571

Townsend
Pukala, Armas, Dir. Econ. Dev.
Reg. Mun. of Haldimand-Norfolk
70 Town Centre Dr., N0A 1S0
519/587-4911

Whitby
Olive, Patrick, Cmsnr. Econ. Dev.
Region of Durham
605 Rossland Rd. E., L1N 6A3
416/668-8000

Woodstock
Plant, Paul, Dev. Cmsnr.
City of Woodstock
P.O. Box 40, N4S 7W5
519/539-1291



PRINCE EDWARD ISLAND

PROVINCE INFORMATION:

Financial assistance to industry:

- Financial & technical marketing assistance
- Provincial loans & incentives for capital projects

For information, please contact:
P.E.I. Development Agency
West Royalty Industrial Pk.
Charlottetown, P.E.I. CIE 1B0
902/368-5800

Tax rates:

Corporate income tax	22%
Personal income tax	57% of basic federal
Commercial property tax	$1.50/$100
Non-commercial property tax	$.56/$100
Residential property tax	$.65/$100
Sales tax	10%
Franchise & incorp. tax	none
Inventory tax	none
Gasoline tax	8.3¢/litre
Diesel tax	8.8¢/litre

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	2
Vocational & business schools	4

Medical facilities:

Hospitals	6
Clinics	8

Labor analysis:

Civilian labor force	61,000 (1987 avg.)
High-school grads	1,585 (1985)

Environment Controls:

Air & Water Pollution: Prince Edward Island Dept. of Community & Cultural Affairs, Box 2000, Charlottetown, C1A 7N8, 902/892-0311

POPULATION:

	Census 1981	Estimate 1988
	—Thousands—	
PRINCE EDWARD ISLAND	122.5	128.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
PRINCE EDWARD ISLAND	4.6	38.8	7.42
Charlottetown	1.4	37.8	8.81

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PRINCE EDWARD ISLAND	55	8	13.1

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	4.6	38.8	7.42
Food & beverages-SIC 101-109	3.1	38.8	6.88

*employees paid by the hour, including overtime

UTILITIES:

Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328, 134 Kent St., Charlottetown C1A 7N2

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1-7

Railroads

1. Canadian National Rwys.

Airlines

2. Air Canada
3. Air Canada-Air Nova Inc.
4. Canadian Airlines Intl.
5. Canadian Airlines Intl. Can Part-Air Atlantic
6. Canadian Airlines Intl. Can Part-Inter Canadian
7. Icarus Flying Service

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Structural Material		
Sand & gravel (metric ton)	540	1,917
Total 1987 (preliminary)		1,917

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Charlottetown	20	65	169

DEVELOPMENT COUNSELORS:

Province Development Agency

Baker, Don E., Exec. Dir.
Business Development
Prince Edward Island Dev. Agency
West Royalty Industrial Park
Charlottetown, C1E 1BO
902/368-5800

Areas & Others

St. Anthony
Parsons, John J., Town Mgr.
Town of St. Anthony
P.O. Box 128, AOK 450
709/454-3454

QUEBEC

PROVINCE INFORMATION:

Financial assistance to industry:

- No collateral investment loans
- Venture capital loans
- Financing for export activity
- Financing for R&D activities
- Lowest electricity rates
- Tax credits for investment & R&D
- Aid for job training
- No-fee consulting services:
  - Product & market information
  - Site selection, 200+ Industrial parks
  - Finding joint venture partners
  - Promotion of licensing agreements

Tax rates:

Corporate income tax/ manufacturing	32.7%
non-manufacturing	34.7%

Personal income tax (Fed. & Qué.) in increments from 0%-49.1% for por-

tion of net revenue (income less deductions) above $62,000
Personal property tax .... none
Municipal tax.... based on land & bldg. evaluation 4%-7%
Sales tax 9%
Corporation tax on paid-up capital .... .45%
Franchise tax................................. none
Inventory tax.................................. none
Gasoline tax .... $.144/litre

Advanced education facilities:
Universities & affltd. colleges 19
Two-/three-year general, vocational, and business colleges 82

Medical facilities:
Hospitals 230
Clinics 142

Labor analysis:
Civilian labor force................. 3,420,000
College grads .... 33,000 (annual)
University grads .... 25,000 (annual)

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1988
	—Thousands—	
QUEBEC	6,438.4	6,619.4
Alma	26.2	26.0
Anjou	37.3	37.0
Aylmer	26.7	30.1
Beauport	60.4	64.1
Boucherville	29.7	31.8
Brossard	52.2	59.5
Cap-de-la Madeleine	32.6	33.1
Charlesbourg	68.3	69.7
Châteauguay	36.9	38.5
Chicoutimi	60.1	61.8
Côte-St-Luc	27.5	29.1
Dollard-des-Ormeaux	39.9	44.4
Drummondville	27.3	36.1
Gatineau	75.0	83.9
Granby	38.0	38.9
Hull	56.2	59.4
Jonquière	60.4	58.3
Lachine	37.5	34.4
LaSalle	76.3	75.9
Laval	268.3	291.3
Longueuil	124.3	126.7
Montréal	980.3	1,021.4
Montréal-Nord	95.0	89.5
Pierrefonds	38.4	40.3
Pointe-aux-Trembles	36.2	NA
Pointe-Claire	NA	26.7
Quebec	166.4	165.3
Repentigny	34.4	43.2
Rimouski	29.1	30.1
St. Eustache	29.7	33.3
Ste. Foy	68.9	70.3
St. Hubert	60.5	68.6
St. Hyacinthe	38.2	39.0
St. Jean-sur-Richelieu	35.6	34.7
St. Laurent	66.0	67.8
St. Léonard	79.4	75.4
Sept-Îles	29.2	24.7
Sherbrooke	74.1	75.1
Trois-Rivières	50.5	50.3
Valleyfield	29.6	27.6
Verdun	61.3	60.3

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Chicoutimi - Jonquiere	135.1	159.4
Montréal	2,828.3	2,967.9
Québec	576.1	613.0
Sherbrooke		132.2
Trois Rivières	106.0	130.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
QUEBEC	543.1	38.8	11.75
Chicoutimi-Jonquière	10.6	36.6	16.80
Drummondville	8.6	36.7	10.49
Montreal	287.2	38.9	11.46
Quebec City	21.7	38.3	12.30
Shawinigan	8.9	35.4	11.96
Sherbrooke	8.7	38.6	11.08
Sorel	5.9	38.0	15.87
St-Hyacinthe	5.4	37.4	11.88
Trois-Rivières	8.9	38.8	14.53

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
QUEBEC	3,044	304	9.1

(figures are unadjusted for seasonal variation)

Industrial Mix (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	543.1	38.8	11.75
DURABLE GOODS	228.9	39.9	12.18
NONDURABLE GOODS	314.1	38.0	11.41
Food & beverages–SIC 101-109	60.0	37.6	11.57
Tobacco prods.–SIC 150-153	3.1	36.0	21.59
Rubber & plastic prods.–SIC 162-165	19.0	38.9	10.52
Leather prods.–SIC 172-179	8.5	37.2	7.76
Textile prods.–SIC 180-189	28.0	39.4	9.55
Knitting mills–SIC 230-239	11.3	40.3	7.59
Clothing–SIC 243-249	52.0	36.6	7.62
Wood prods.–SIC 250-259	33.0	40.6	10.06
Furniture & fixtures–SIC 261-268	22.4	38.9	9.15
Paper & allied ind.–SIC 271-274	45.9	39.2	16.03
Printing, pub., & allied ind.–SIC 286-289	35.2	35.2	13.11
Primary metal ind.–SIC 291-298	26.3	39.2	15.73
Metal fabricating ind.–SIC 301-309	35.6	39.4	11.90
Machinery, except elec.–SIC 311-318	21.8	39.1	12.39
Transportation equip.–SIC 321-329	39.4	39.9	13.89
Electrical prods.–SIC 331-339	34.7	40.8	12.20
Nonmetallic min. prods.–SIC 351-359	15.6	41.4	12.87
Petroleum & coal prods.–SIC 365-369	3.3	55.1	12.60
Chemicals & chem. prods.–SIC 372-379	26.8	39.5	12.92
Misc. manufacturing ind.–SIC 391-399	21.2	37.0	9.24

*employees paid by the hour, including overtime

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alma — 1e, 5e
Anjou — 5e, 4g
Aylmer — 5e, 3g
Beauport — 5e
Boucherville — 5e, 4g
Brossard — 5e, 4g
Cap de la Madeleine — 5e
Charlesbourg — 5e
Chateauguay — 5e
Chicoutimi — 5e
Cote-St-Luc — 5e, 4g
Dollard-des-Ormeaux — 5e, 4g
Drummondville — 5e
Gatineau — 5e, 3g
Granby — 5e
Hull — 5e, 3g
Jonquiere — 7e
Lachine — 5e, 4g
LaSalle — 5e, 4g
Laval — 5e, 4g
Longueull — 5e, 4g
Montreal — 5e, 4g
Montreal N — 5e, 4g
Outremont — 5e, 4g
Pierrefonds — 5e, 4g
Pointe-aux-Trembles — 5e, 4g
Pointe Claire — 5e, 4g
Quebec City — 5e
Repentigny — 5e
Rimouski — 5e
Ste. Foy — 5e
St. Hubert — 5e, 4g
St. Jean — 5e
St. Jerome — 5e
St. Laurent — 5e
St. Leonard — 5e, 4g
Sept-Iles — 5e
Sherbrooke — 5e, 6e, 2g
Trois Rivieres — 5e
Valleyfield — 5e, 4g
Verdun — 5e, 4g

1. Alma Electric System
140 ru St. Joseph, sud, Alma, G8B 3R1

2. Gas du Quebec
   1717 Du Havre, Montreal H2K 2X3
3. Gazifere Inc.
   71 Jean Proulx, Hull
4. Gaz Metropolitain, Inc.
   1155 Dorchester W.,
   Montreal H3B 3S7
5. Hydro-Quebec
   75 Dorchester Blvd. W., Montreal
   H2Z 1A4
6. Hydro-Sherbrooke
   1800 rue Roy, Sherbrooke J1K 1B6
7. Jonquiere Electric Service
   1710 Ste.-Famille, Jonquiere G7X
   7W7

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Montreal.

Alma 8, 21
Anjou (M)
Aylmer 3 (Ottawa, Ont.)
Beauport 1 (Quebec)
Boucherville 1 (M)
Brossard 1
Cap de la Madeleine 3 (Quebec)
Charlesbourg 1 (Quebec)
Chateauguay 2 (M)
Chicoutimi 1 (10, 21, 42 through Saguenay)
Cote-St.-Luc (M)
Dollard-des Ormeaux (M)
Drummondville 1, 3 (M)
Gatineau 3, 21, 41
Granby 1 (M)
Hull 3 (Gatineau)
Jonquiere 1 (10, 21, 42 through Saguenay)
Lachine 1, 3 (M)
LaSalle 2, 3 (M)
Laval (Ville de) (M)
Longueuil 1 (M)
Montreal 1-4, 6-13, 16-40, 44-54
Montreal Nord 1 (M)
Outremont 2, 3
Pointe-aux-Trembles 1
Pointe Claire 1, 3 (M)
Quebec City 1, 3, 9-11, 14, 19, 21, 22
Rimouski 1, 15
Ste. Foy 1 (Quebec)
St. Hubert 1 (M)
St. Hyacinthe 1, 3 (M)
St. Jean 1 (M)
St. Jerome 1, 3 (M)
St. Laurent 1 (M)
St. Leonard 1, (M)
Sept-Iles 5, 9, 10, 21, 22, 42, 43
Sherbrooke 1, 3 (M)
Trois Rivieres 1, 3 (Quebec)
Valleyfield 1, 2 (M)
Verdun (M)

Railroads

1. Canadian National Rwys.
2. Conrail
3. CP Rail
4. Delaware & Hudson Railway
5. Quebec North Shore and Labrador Railroad

Airlines

6. Aeroflot-Soviet Airlines
7. Aerolineas Argentinas
8. Air Alma
9. Air Canada
10. Air Canada-Air Alliance
11. Air Canada-Air Nova Inc.
12. Air Canada-Air Ontario
13. Air France
14. Air Inuit (1985) Ltd.
15. Air Satellite, Inc
16. Alitalia
17. American
18. British Airways
19. Canadian Airlines Intl.
20. Canadian Airlines Intl. Can Part-Air St. Pierre
21. Canadian Airlines Intl. Can Part-Inter Canadian
22. City Express
23. Cubana
24. Czechoslovak Airlines
25. Delta
26. Delta Connection-Business Express
27. Eastern
28. El Al
29. Finnair
30. First Air
31. Iberia
32. KLM
33. Lan Chile S.A.
34. LOT
35. Lufthansa
36. Mall Airways
37. Nationair
38. Northwest
39. Olympic
40. Piedmont
41. Propair Inc.
42. Quebecair
43. Quebecair-Air Satellite
44. Royal Air Maroc
45. Royal Jordanian
46. Sabena
47. Skycraft Air Transport
48. Swissair
49. TAP Air Portugal
50. USAir
51. Varig
52. Voyageur Airways
53. Wardair
54. Yugoslav Airlines

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	90	509
Copper (kg)	56,378	135,533
Gold (g)	29,200	555,795
Iron ore (metric ton)	15,500	NA
Selenium (kg)	97	1,801
Silver (kg)	123	36,852
Tellurium (kg)	11	319
Zinc (kg)	93,200	118,737
Nonmetals		
Asbestos (metric ton)	510	166,377
Peat (metric ton)	300	26,250
Quartz (metric ton)	850	18,162
Soapstone, talc, pyrophyllite	NA	2,975
Sulfur in smelter gas (metric ton)	50	8,100
Structural Materials		
Clay products	NA	37,250
Cement (metric ton)	3,600	216,900
Sand & gravel (metric ton)	31,850	NA
Stone (metric ton)	37,925	189,625
Total 1987 (preliminary)		2,527,761

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Montreal	16	71	164
Quebec	11	67	164
Sherbrooke	15	68	170

DEVELOPMENT COUNSELORS:

Province Development Agency

Lussier, Paul, Dir. Gen.
Direction of Investment Promotion
Dept. of Industry, Trade & Technology
Gov't of Quebec
770 Sherbrooke St., W., 14th Fl.
Montreal, H3A 1G1
514/499-2155

Areas & Others

Boucherville

Maurais, Yves, Ind Cmsnr.
Econ. Dev. Corp. of Boucherville
500 rue de la Riviere-aux-pins
J4B 2Z7
514/641-3812

Montreal

Bigsby, Stephen, Econ. Expan. Dir.
Montreal Urban Community
Ed. Place Mercantile
770 rue Sherbrooke W.
P.O. Box 16, H3A 1G1
514/280-4251

Dussault, Jean B.
Royal Bank of Canada
1, Place Ville-Marie, 2nd Fl.
H3B 4A7
514/874-5750

Joly, Olivier, Mgr. Ind. Dev.
St. Lawrence Region
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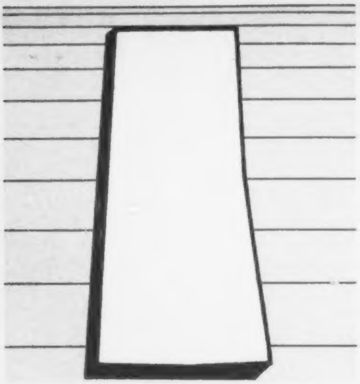

SASKATCHEWAN

PROVINCE INFORMATION:

Financial assistance to industry:
Cost-shared mkt. & feasibility studies

Tax rates:
Corporate income tax.......................... small bus.: 10%
no corp. tax on mfg. income
Personal income tax..............................
Federal: 17% on income ≤ $27,500; $4,675 + 26% on next $27,500; $11,825 + 29% on remainder for $55,000+, plus 3% fed. indiv. surtax on fed. income tax. Provincial: 50% basic fed. tax (i.e., net of fed. surtax of 3%) + flat tax of 2% net income + surtax at 12% basic Sask. tax in excess of $4,000.
Sales tax 7%
Incorp. & franchise tax .... none
Inventory tax.................................. none
Gasoline tax .... $.07/ltr.

Advanced education facilities:
Universities.. 2
Institutions of applied arts & sciences.. 4
Community colleges 10
Vocational & business schools........ 16

Environment controls:
Air & water pollution: Dept. of Environ. & Public Safety, 3085 Albert St., Regina, Saskatchewan S4S 0B1, 306/787-6113

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1988
	—Thousands—	
SASKATCHEWAN	968.3	1,011.3
Moose Jaw	33.9	35.0
Prince Albert	31.4	34.2
Regina	162.6	176.8
Saskatoon	154.2	183.2

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Regina	164.3	188.2
Saskatoon	154.2	206.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
SASKATCHEWAN	21.5	36.5	12.67
Regina	6.1	37.0	13.76
Saskatoon	7.2	35.6	12.68

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (2/89)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SASKATCHEWAN	442	38	7.9

(figures are unadjusted for seasonal variation)

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Moose-Jaw — 1eg
Prince Albert — 1eg
Regina — 1eg
Saskatoon — 2e, 1g

1. Saskatchewan Power Corp.
2025 Victoria Ave. Regina S4P 0S1
2. Saskatoon Electric Dept.
414 Ave. B South, Saskatoon
S7M 1M8

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	1	7
Copper (kg)	2,474	5,948
Gold (g)	946	18,002
Selenium (kg)	5	83
Silver (kg)	2	478
Tellurium (kg)	NA	17
Uranium (kg)	8,838	611,864
Zinc (kg)	1,431	1,823
Nonmetals		
Quartz (metric ton)	134	NA
Salt (metric ton)	448	24,506
Sodium sulfate (metric ton)	NA	23,223
Sulfur, elemental (metric ton)	10	1,102
Fuels		
Coal (metric ton)	9,910	111,500
Natural gas (thous. m^3)	1,706	100,865
Natural gas by-products (m^3)	203	17,221
Petroleum, crude (m^3)	11,738	1,417,517
Structural Materials		
Clay products	NA	5,917
Cement (metric ton)	NA	17,904
Sand & gravel (metric ton)	13,850	29,775
Total 1987 (preliminary)............		2,996,823

Industrial Mix (8/88)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	21.5	36.5	12.67
DURABLE GOODS	9.0	36.7	12.42
NONDURABLE GOODS	12.6	36.3	12.90
Food & beverages-SIC 101-109	5.8	35.1	12.93
Wood-SIC 251-259	1.2	36.4	13.87
Printing, pub., & allied ind.-SIC 286-289	2.8	32.3	10.62
Metal fabricating ind.-SIC 301-309	1.5	35.3	10.77
Machinery, except elec.-SIC 311-318	2.2	35.7	10.74
Electrical prods.-SIC 331-339	0.9	43.5	13.02
Nonmetallic min. prods.-SIC 351-359	0.9	37.5	13.00
Petroleum & coal prods.-SIC 365-369	0.7	42.7	16.96

*employees paid by the hour including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Moose Jaw 1, 2 (Regina)
Prince Albert 1, 2, 5
Regina 1-5
Saskatoon 1-5

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. Canadian Airlines Intl.
5. Canadian Airlines Intl. Can Part-Time Air

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New York, NY 10022
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Telex: 220517 SWISCO UR
Fax: 212/207-8024

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Royal Thai Embassy
5 World Trade Center, Suite 3443
New York, NY 10048
Telephone: 212/466-1745 or 1746

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The Bank of Tokyo, Ltd.
Trade & Investment Information Service Dept.
100 Broadway
New York, NY 10005

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Randolf B. Haynes
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Trinidad & Tobago Dev. Corp.
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FREE LITERATURE

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NEW ENGLAND

CONNECTICUT

15 **New Waterbury, CT** Send for free information describing the largest and best located Business & Industrial Park in the state. New Waterbury is on Interstate 84 mid-way between New York City and Boston. Space is available from 15,000 square feet to over 1.5 million square feet. 1-800-289-1011.

MID ATLANTIC

NEW JERSEY

16 **Bellmead Development Corp. NJ** has been responsible for the creation of more than 6.5 million square feet of office space throughout New Jersey. The Roseland-based firm includes in its portfolio corporate centers in Bergen, Essex, Morris, Middlesex, Somerset, and Hunterdon Counties with out of state centers located in Illinois, Michigan, Maryland and Florida. Bellemead, a wholly-owned subsidiary of the Chubb Corp., is a full-service real estate organization whose capabilities encompass planning, architecture, construction, marketing and management.

19 **Warren County, NJ** Warren County's Dept. of Econ. Dev. will provide information on natural resources, land use, demographics, transportation, industry and quality of life; assist in finding a building or land/lease or purchase; or provide specific answers to your site selection survey.

NEW YORK

20 **Consolidated Edison Company, NY** an investor owned utility serving metropolitan New York City and Westchester County created Project Appleseed, a program of reduced electric and gas rates designed to promote business, jobs, and economic growth. Project Appleseed offers lower electric and gas rates to special areas, and for new and vacant buildings.

21 **Port Authority of NY & NJ** The Port Properties Division offers for lease 20, newly completed office warehouse units, consisting of 1250 sq. ft. of air-conditioned, carpeted office and 4250 sq. ft. of efficient, column-free, heated warehouse. The three building complex includes Foreign Trade Zone, easy transportation access and location in the country's largest consumer market.

PENNSYLVANIA

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25 **Lehigh County, PA** The Plant Location Survey is designed to anticipate the questions asked by businessmen and industrial executives not familiar with the Lehigh County area of Pennsylvania. This PLS is available upon request in addition to other demographic publications relative to this eastern Pennsylvania community.

24 **Lehigh Valley Ind. Park Inc., PA** LVIP, Inc. is a non-profit economic development corporation located in the Allentown, Bethlehem, Easton area of Pennsylvania. Low interest loans, screening and training of employees, affordable housing, excellent location in the Northeast corridor and technological assistance are available.

27 **Pennsylvania Power Company** Penn Power has information on available industrial sites and buildings, cost of living, area demographics, financing, labor force, taxes and transportation. Special rate incentive where power demand costs can be reduced as much as 50% for new expanding industrial customers.

28 **Schuylkill County, PA** is centrally located in the Northeast United States. Enjoy cost effective access to more than 70 million people. Ten established non-profit industrial parks offering every business accommodation necessary. Call (717) 622-1943 for information.

SOUTH ATLANTIC

DELAWARE

31 **Forward Central Delaware** For companies interested in Kent County, Delaware, Forward Central Delaware can assist in site selection, supply demographics and provide assistance in dealing with government. Kent County offers a 10-year property tax incentive program.

32 **State of Delaware** Corporate income tax credits, gross receipts tax reductions and public utility tax rebates are available to manufacturers, wholesalers, research and development operations, and the administrative functions associated with these industries which meet the minimum employment and investment criteria. Training and export assistance is also available to Delaware employers.

FLORIDA

33 **Florida Dept. of Commerce** Florida offers comprehensive, confidential business location and expansion services. To learn more about our services and how Florida's strong, dynamic economy will benefit your firm, send for our comprehensive brochure containing the facts you need.

12 **Southeastern Investment Properties, Inc., FL** — From office buildings to office parks, from warehouse space to industrial parks, Southeastern Investment Properties has a range of outstanding facilities for your consideration. Put our experience and our commitment to personalized service to work for you today. LET US SHOW YOU THE CENTRAL FLORIDA WE KNOW.

30 **Tallahassee Chamber of Commerce, FL** Complete information available on the Capital City of Florida. Tallahassee has many business advantages including available sites and buildings. To receive information on the fastest growing market in the country and why you can make Tallahassee, FL a profitable business venture, call (904) 224-8116.

35 **Tampa Electric Company, FL** Everything you'd like to know about the Greater Tampa Area — from demographics, transportation and utilities to government, education and amenities — it's all in the 10-page "Tampa Kit" from Tampa Electric Company.

GEORGIA

38 **Atlanta Gas and Light Company Industrial Development** Give your new plant a quick start in Georgia. Call the Atlanta Gas Light Company Industrial Development specialists at 404-584-3844. We can help with site selection, employee training, environmental permitting as well as service your energy needs.

1 **Municipal Electric Authority of Georgia** MEAG publishes an annual "Industrial Developer's Guide" which is available on request at no cost. Companies conducting a facility site search should be able to select several Georgia cities that meet their requirements from the forty-six profiled in this publication.

37 **Savannah Economic Development Authority, GA** Explore the various opportunities of doing business in Savannah. Get your copy of our *SITE SELECTOR'S MANUAL* which answers a variety of questions concerning what makes Savannah the ideal location for your next relocation or expansion. Contact David Ginn at 1-800-673-7388.

MARYLAND

41 **Baltimore County EDC, MD** Baltimore County's prime location provides access to flourishing East Coast markets. Baltimore County offers a mix of industrial and manufacturing sites, business parks and retail districts. A cooperative local government is receptive to business and the county is only an hour's drive from Washington, DC.

5 **CSX Transportation** has a 20 page brochure providing a cross-section of typical construction costs for manufacturing and warehousing buildings in 20 eastern, midwest and Southeastern States. Also, data on available buildings from 1,500 - 1,000,000 sq. ft.

39 **Dorchester Co. Econ. Dev., MD** Dorchester, located on Marylands Eastern Shore, is accessible overnight to over one-half of US population. An attractively priced industrial park is located in Hurlock. Cambridge offers a deep water port. Send for information kit. Dorchester is known for its quality life-style.

40 **State of Maryland** Comprehensive publications and services are offered to businesses interested in the state. Available information includes socioeconomic data, cultural information, financing, industrial properties, taxes, foreign trade zones, enterprise zones, business regulations, etc.

NORTH CAROLINA

43 **Gaston County, NC** Industrial Revenue Bonds; no-cost industrial training programs for new/expanded industries.

42 **North Carolina Dept. Commerce** The 10 best reasons for locating in North Carolina: Large and productive labor force; Free workforce training and exceptional educational facilities; Excellent labor environment; Low energy and construction costs; Unequaled proximity to major markets; Comprehensive transportation network; A great place to live; Low tax burden; A government that works for Business; Professional development assistance.

VIRGINIA

7 **American Electric Power** Outstanding opportunities for manufacturers locating in central and southwestern Virginia. Get community profiles on Roanoke, Lynchburg, and other attractive areas along with the Location Assistance Kit from American Electric Power.

9 **Henrico County, VA** Incentives include Industrial Revenue Bonds for qualified businesses, a virtually free labor training program via the State of Virginia, a fast-track development/construction process in the County and one of the finest quality of life profiles on the East Coast.

WEST VIRGINIA

7 **American Electric Power** Confidential assistance on 23 counties served by two operating subsidiaries of the AEP System. Get information on tax programs, financial incentives and other data in our Location Assistance Kit.

EAST NORTH CENTRAL

ILLINOIS

4 **Central Illinois Public Service** serves Southern, Eastern and Western Illinois with electricity and/or natural gas. A five-year, 50% electric demand discount is available to new industries. Also, an offpeak electric rate of less than 2¢ per killowatt-hour.

8 **Illinois Power Company** offers confidential site location services. If you're considering a move to Illinois, our Economic Development Dept. helps companies find business sites that make the most financial sense.

46 **Northern Illinois Gas** Informative folder contains information on rates, territory, and facts about natural gas, as well as an annual report.

45 **QUAD CITIES Iowa & Illinois** (Davenport-Moline-Rock Island MSA) The Quad-City Development Group provides industrial and commercial sites and buildings information/tours plus comprehensive demographic/marketing data. Fulltime staff available.

INDIANA

7 **American Electric Power** Our Location Association Kit pinpoints programs available to help you locate in northeastern Indiana. It will also tell you how to obtain confidential and expert assistance for your expansion plans.

48 **Indiana Department of Commerce** "Indiana. We'll help you make it" gives key facts about Indiana's many advantages from low taxes to transportation, and outlines innovative economic development programs in labor training, financial, and regulatory assistance.

MICHIGAN

7 **American Electric Power** Confidential assistance in southwestern Michigan available from two operating companies of the American Electric Power System. Get our Location Assistance Kit which tells you how to start your search and what to look for

2 **Consumers Power Co., MI** is Michigan's largest electric and gas utility. Our full service Econ. Dev. Dept. provides confidential in-depth information on industrial sites and communities. Special electric and gas incentive rates are available for new and existing customers.

6 **MichCon, MI** If you're interested in expanding or relocating your business in Michigan, send for a copy of our free brochure. We're MichCon's Economic Development Dept., partners in Michigan's economic growth. Call or write: Greg Woodbury, MichCon, Eco. Dev. Dept., 500 Griswold Street, Detroit, MI 48226 or call (313) 256-5745.

OHIO

7 **American Electric Power** Two operating subsidiaries serve 60 of the 88 counties in Ohio. Get community profiles and our Location Assistance Kit to provide you with details on many attractions available.

49 **Cincinnati Gas & Electric, OH** The jewels of the Cincinnati Tri-State are yours to discover. Write for the new brochure from Cincinnati Gas & Electric. Ohio, Kentucky and Indiana offer a variety of tax structures, incentive plans, even energy rates well below the national average. Write: Area Development, Cincinnati Gas & Electric, 139 E. Fourth St., Cincinnati, OH 45202.

WISCONSIN

50 **Wisconsin Dept. of Development** Wisconsin's business climate is primed for new and expanding manufacturing operations. Consider that we are phasing out state gift and inheritance taxes and lowering our personal income tax rates while at the same time retaining the 60% exclusion for capital gains. In addition, the Badger State offers funds for R&D, labor training, and new capital investment.

EAST SOUTH CENTRAL

ALABAMA

51 **The Metropolitan Development Board, AL** is happy to respond to inquiries for information on demographics, cost of living, wage and tax rates, labor markets, available sites and facilities, quality of life and other factors relating to economic development and business location.

KENTUCKY

7 **American Electric Power** Get information on available buildings, training assistance and financial programs in eastern Kentucky. This and other data available in the Location Assistance Kit from American Electric Power.

52 **Kentucky Dept. of Eco. Dev.** Kentucky's move forward in industrial development is attributed to its excellent mideast location and superior highway system; availability and productivity of its labor force; favorable tax packages; reasonably-priced building sites; financing; and employee training. Kentucky offers a complete site location service through its Kentucky Economic Dev. Cabinet.

TENNESSEE

7 American Electric Power — Kingsport Get information on Kingsport — a dynamic and attractive area in northeastern Tennessee. American Electric Power's Location Assistance Kit will help you get your search started.

53 Cleveland/Bradley County, TN Find out about the ADVANTAGES of a Cleveland/Bradley County location.

MINNESOTA

57 St. Paul Port Authority, MN St. Paul Energy Park, a brochure describing this unique, mixed-use light industrial park midway between the St. Paul and Minneapolis CBI's. The PA offers sites and financing anywhere in St. Paul.

MISSOURI

58 Missouri Public Service helps manufacturers and distributors of all size to relocate to western Missouri by fulfilling their specialized needs. Brochure with data on location advantages in 28 counties available.

WEST SOUTH CENTRAL

ARKANSAS

59 Arkansas Electric Coop., Corp. The electric cooperatives cover 62% of Arkansas land area. We maintain a professional staff to provide complete and confidential assistance when searching for investment opportunities. We have incentive rates for large and small customers that compliment the states pro-business attitude.

61 Arkansas Industrial Development Commission is the state development agency responsible for the state's economic development. It is not a regulatory agency, but instead, works as a partner with local and government officials in an effort to stimulate and expand the state's economic base. Incentives and programs offered by the state include job training, quality management, enterprise zones, tax credits to locating or expanding industries, and bond guaranties. For more information, contact the AIDC, One State Capitol Mall, Little Rock, AR, 72201, (501)682-1121.

60 Arkansas Power & Light's nationally respected economic development team can match your industry needs with available area opportunities. Let us be your choice. Write Dave Eldridge, Director of Economic Development, AP&L, 425 Capitol Avenue, Little Rock, AR 72201 or call (501)377-4440.

LOUISIANA

63 Louisiana Dept. of Econ. Dev. Louisiana's business incentives include a 10-year exemption on property taxes for manufacturing companies, a tax credit of $2,500 per job for businesses locating in Enterprise Zones, cost-free pre-employment training, computerized site information service, low-cost electric power.

OKLAHOMA

3 State of Oklahoma The Oklahoma Dept. of Commerce can acquaint you with a wide range of investment incentives offered by the state of Oklahoma, including tax credits and loan programs for new and expanding industry, free employee training programs, start-up technical and financial assistance and more. Order our handy "Business Taxation and Incentives Guide."

WEST NORTH CENTRAL

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55 Iowa Southern Utilities New 30,000 sq. ft. SHELL BUILDING, immediately available at very favorable terms (below actual cost) in Washington, Iowa. Iowa is a Right To Work state. Workforce readily available. For more information on this and other properties contact: Gary Williams, Manager Business Development, Iowa Southern Utilities Co., Centerville, IA 52544 515-437-4400.

45 QUAD CITIES Iowa & Illinois (Davenport-Moline-Rock Island (MSA) The Quad-City Development Group provides industrial and commercial sites and buildings information/tours plus comprehensive demographic/marketing data. Fulltime staff available.

KANSAS

56 Board of Public Utilities, KS Work with Kansas' largest municipal electric utility. Benefits of moving to Kansas City, KS, include economic incentives, transportation network, varied work force. Receive free "Profile and Development Incentives" brochure by contacting George Powell at (913)572-9151.

TEXAS

66 Abilene, TX complete information on a package deal in the heart of Texas with available sites and buildings, a favorable tax structure, wage and benefit data, and other pertinent amenities for manufacturers. Ask for the facts on the Profit Center of the Southwest.

65 Houston Lighting & Power Co., TX Serving the largest city in the U.S., Houston Lighting & Power's economic development professionals can help you with cost comparative analysis, sites, financial incentives, electric rates, and more. Send for information about Houston's business advantage.

MOUNTAIN

IDAHO

10 State of Idaho Ask for the "Idaho Works" Promotion Package consisting of detailed information on Idaho Labor, Transportation, Taxes, Quality of Life, Utilities, and a business comparitive study.

68 Idaho Power Meet Idaho Power's area. It has: one of the most productive work forces; some of the lowest utility rates; one of the best places to live; a unique centralized location; excellent transportation, and state and local governments who want your business. For a more formal introduction, call Rich Hahn at (208)383-2513.

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69 State of Wyoming offers many competitive advantages with our business and tax climate amoung the best in the nation. Our lifestyle and highly regarded educational systems serve to compliment your business needs. For personal attention contact us in Wyoming.

CANADA

NOVA SCOTIA

73 Bedford Eco. Dev. Comm., NS Bedford's ideal location at the heart of Nova Scotia's major transportation and shipping routes, low tax rates, quality of life, and proximity to the Metro Area, make it an excellent location for business. Three industrial parks located in Bedford provide full services for all types of commercial and industrial activity.

ONTARIO

74 City of Scarborough, ON Complete information package available, including vacant land brochure, business directory, current development projects, economic profile, development procedures and lifestyle information. Scarborough provides a comprehensive and confidential service including expert knowledge of the Canada/U.S. Free Trade Agreement.

72 Region of Durham, ON For information on how we can assist you in your site selection activity and doing business in Durham region, please write to: Economic Dev. Dept., Region of Durham, 605 Rossland Rd. E., Whitby, Ontario, L1N 6A3, Canada, or call 416-668-8000.

71 St. Thomas Econ. Dev. Corp., ON Fully serviced industrial land at affordable prices (our cost). Electric power ranging from 2.400 to 230.000 volts (almost the lowest rates in North America). Unlimited water supply (we have Lake Erie on tap). Locate for "Just in Time" deliveries.

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- ☐ **20** Railroad Carrier
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OKLAHOMA

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